

SUMARI

1. INFORME DE LA BASE DE DADES DE L'EAST OF ENGLAND IRC	_ 3
2. INFORMACIÓ ADDICIONAL DEL MWC BROKERAGE EVENT	____ 33
3. EL PROGRAMA D'INTERCANVI STEP STUDENTS	_____ 53
4. KEYWORDS	_____ 59

1. Informe de la base de dades de l'East of England IRC

The Innovation East Outlook database is both a contacts and tracking database that provides EEIRC with a powerful tool for day-to-day management of client relationships and also a reporting tool for generating report and statistical information for both EC and EEDA (East of England Development Agency) reports.

General notes:

The database is shared by all of St John's Innovation Centre employees, not only by the IRC.

The database has been developed by an ICT support services company according to EEIRC general specifications.

The database is built in Outlook. It comprises 4 key **sections** which link together in order to associate companies and people with opportunities and interactions. These 4 key sections are located under the Contacts section of Outlook:

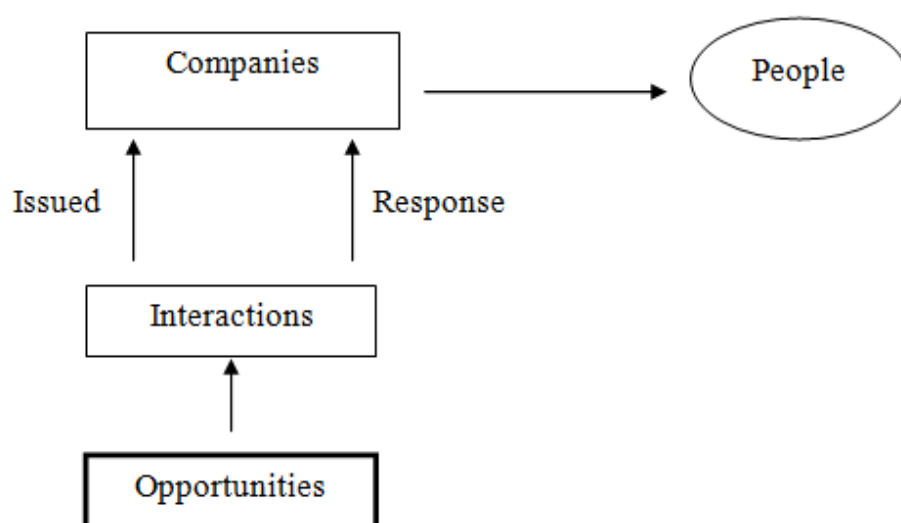
Opportunities - these typically relate to offers and requests in IRC language

Interactions - these relate to expressions of interest in IRC language

Companies - these are all the organisations involved in the various interactions, i.e. IRCs that issues TOs/TS, and the client organisations involved

People -these are the individual people dealing with the interactions

Basic structure:



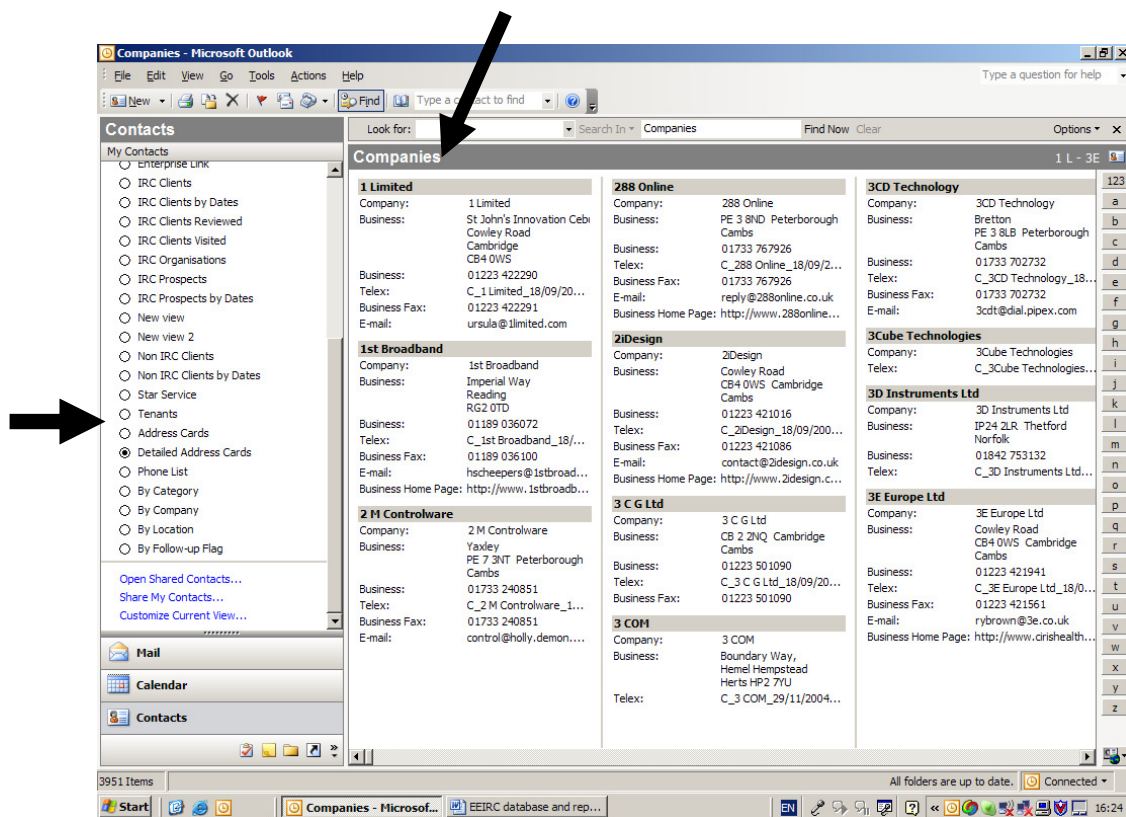
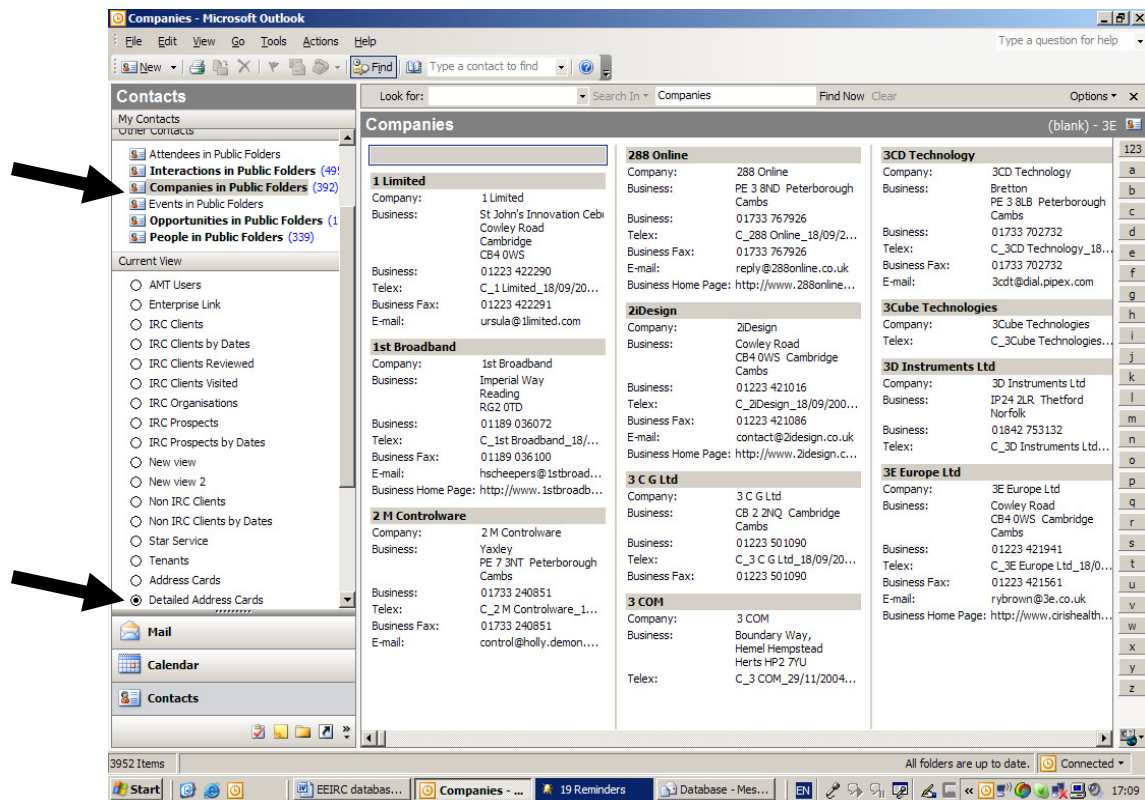
For each of these 4 sections of the database there are several different types of view.

The screenshot on the next page shows that the Companies **section** is selected and that the **current view** selected is 'Detailed Address Cards'.

All interactions (work carried out on behalf of a client or prospect) are associated with an opportunity and all involve a company (or organisation) and specific people within that company or organisation.

Companies

Screenshot showing the 'Detailed Address Card' View of the Companies section of the database:



For reporting purposes they must enter all available information, but essential are:

General tab:

The company name

The location including country/region

The Manager's name (from EEIRC)

For optimal functionality of the database they should also enter the email address of the key contact person.

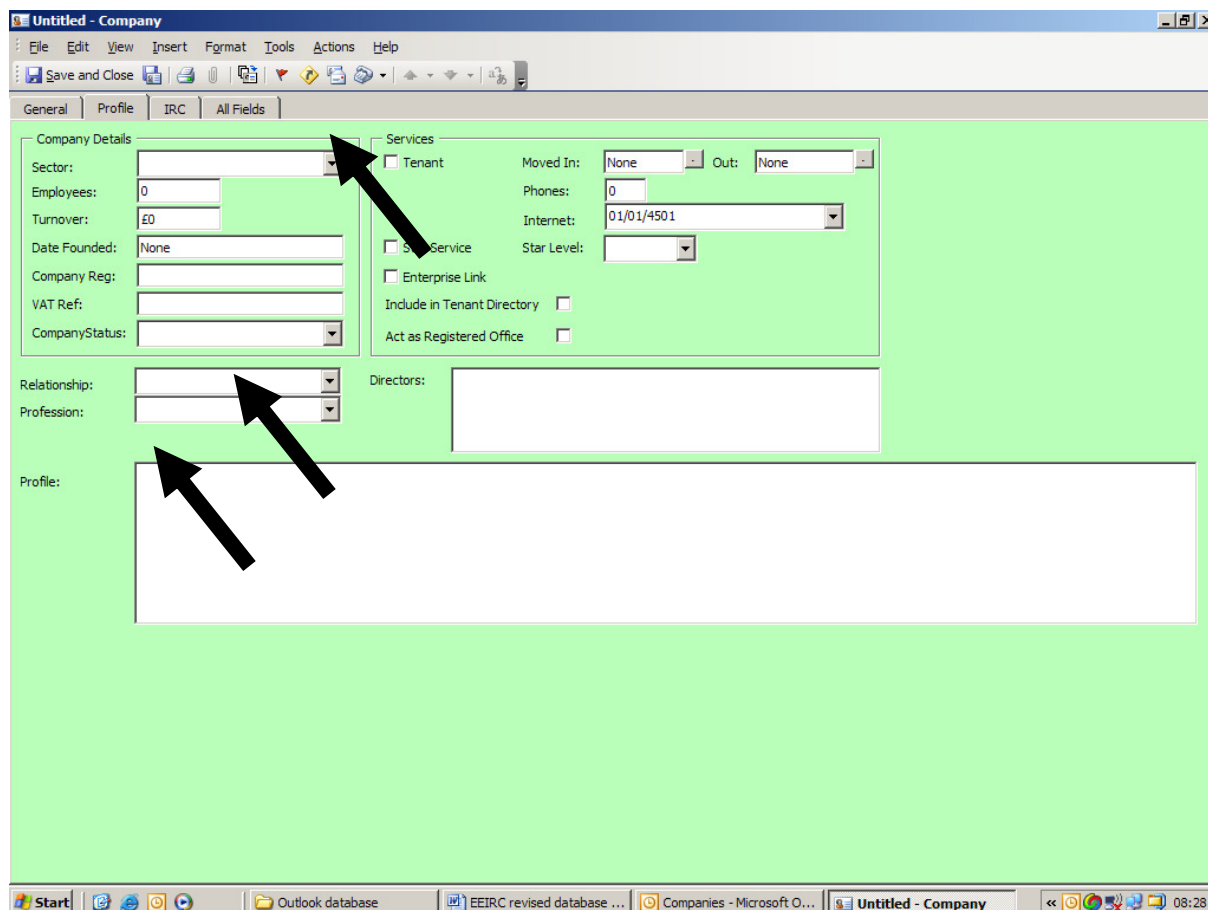
The screenshot shows a software window titled 'Untitled - Company' with a menu bar (File, Edit, View, Insert, Format, Tools, Actions, Help) and a toolbar. Below the toolbar are tabs for 'General', 'Profile', 'IRC', and 'All Fields'. The 'General' tab is active, showing a form with several sections. At the top left, there are buttons for 'New People', 'Opportunity', and 'Appointment'. The form is divided into several sections: 'Company' (with a 'Company Name' field and an 'Address...' button), 'Business' (with a 'Business' dropdown, 'Business Fax', 'Email', 'Web page address', 'Location', and 'Country/Region' dropdown), 'Manager's Name' (with a dropdown), and 'People' (with a large empty box). There are also 'Created' and 'Modified' fields. At the bottom, there are 'Contacts...' and 'Categories...' fields. Four black arrows point to the 'Company Name', 'Business', 'Email', and 'Manager's Name' fields, indicating they are essential for reporting purposes. The Windows taskbar at the bottom shows the Start button, several open applications (Companies - Microsoft..., EEIRC database and re..., Untitled - Company), and the system clock (16:30).

Profile tab

Sector: Use the drop-down list to find the most appropriate

Profession: This is to define the types of organisation they are working with. Use the drop-down list to find the most appropriate

Profile: enter a brief profile (e.g. taken from website) and/or a set of free-text keywords.



The profile view is primarily designed for St John's Innovation Centre to manage tenant and star service tenant information. However for our purposes it provides a free text where they can insert a profile and/or keywords. The value in doing this is that the entire database is searchable on the basis of free-text keywords. Therefore the more companies for which they have profile and keyword information the more powerful the database becomes as a searchable resource.

Fields that must be completed on **IRC** view are:

Client manager

First meeting date

IRC Relationship

And whether a **review/visit/AMT** is applicable (**with date**). NB: clicking on the little box to the right of the date field automatically inserts 'today's date'. This feature is used in several other areas of the database.

Untitled - Company

File Edit View Insert Format Tools Actions Help

Save and Close

General Profile IRC All Fields

ClientMgr: [Text Field]

First Meeting: [None] [Calendar Icon]

Referred By: [Text Field]

IRC Relationship: [Dropdown Menu]

☐ Review [None] [Calendar Icon]

☐ Visit [None] [Calendar Icon]

☐ AMT [None] [Calendar Icon]

Opportunities

Our ref	Opportunity Title	BBS Ref	Case Mgr	Date Issued

Interactions

Our ref	Opportunity Title	BBSRef	1st Org	Case Mgr	Deal Type/Direction	Status

Start [Icons] Companies - Microsoft ... EEIRC database and re... Untitled - Company [Icons] 16:51

Notes:

IRC Relationship: the drop down list offers 4 options = Prospect, IRC Client, IRC organisation and Non-IRC Client.

Prospects are any organisation that is based in the East of England that they have met (or who they have communicated by phone or email) and who have been made aware of the IRC service.

IRC Clients are organisations that are based in the East of England (very occasionally outside the East of England) for whom they have carried out a significant amount of work on IRC-specific business.

IRC Organisations are other IRCs in the network (including the Secretariat).

Non-IRC Clients are organisations outside the East of England that they have 'met' or done some work.

Further Notes:

IRC prospects will occasionally be converted into IRC clients, for example after a further meeting/visit and when a review is carried out, or if they carry out a significant amount of time on their behalf. They must remember to update the IRC View whenever appropriate.

Other company views

For day-to-day working the Detailed Address Card view is not always the most useful.

Multiple views are available, including IRC Clients, IRC Prospects, non-IRC Clients, AMT customers, by country, etc. Some of the most useful views (especially from a reporting perspective) are IRC Clients by dates and Prospects by dates:

Company	FirstMeeting	AMTDate	ReviewDate	VisitDate	Business Phone	Business Fax
TConsult Business Solutions	27/01/2005	27/01/2005	None	None		
Application Focus	26/01/2005	27/01/2005	None	None		
Image Semantics Limited	25/01/2005	25/01/2005	None	None	0870 1283069	01223 422325
Cambridge Cell Networks	24/01/2005	None	24/01/2005	24/01/2005	01223 763721	
Cambridge Cluster Consultancy	24/01/2005	None	None	None	01223 242946	01223 242946
Cambridge Life Sciences Ltd	18/01/2005	None	18/01/2005	18/01/2005	01353 645200	01353 645250
BAE Systems - PAG	18/01/2005	19/01/2005	19/01/2005	19/01/2005		
Ranier Technology Ltd	13/01/2005	None	20/01/2005	20/01/2005	01223 505045	01223 505046
BridgeBench	20/12/2004	None	21/12/2004	21/12/2004		
Tissuomics	16/12/2004	None	20/12/2004	None		
DowPharma	09/12/2004	09/12/2004	09/12/2004	09/12/2004	01223 728032	
EnviroLink	08/12/2004	None	None	None	01223 209815	
Envisional	07/12/2004	None	07/12/2004	07/12/2004	01223 569700	
Midentity	25/11/2004	None	None	None	□ □ Tel +44 (0...	
Zettlex Limited	24/11/2004	25/01/2005	05/01/2005	05/01/2005	+44 (0) 7880 73...	
SHY UK Ltd.	24/11/2004	23/11/2004	None	None	0845 67 20 000	
LogicOne	23/11/2004	None	None	None	01582 400619	
Anglia IT Recruitment	22/11/2004	None	None	None		
Border Associates	19/11/2004	None	19/11/2004	19/11/2004	01638 600213	01992 500354
University of Hertfordshire - Science ...	12/11/2004	None	None	None	01707 285 477	01707 285 530
Active China	12/11/2004	None	None	None		
Huntleigh Technology Plc	11/11/2004	11/11/2004	11/11/2004	11/11/2004	+44 (0) 1582 74...	
Business Solution	01/11/2004	None	01/11/2004	01/11/2004	+44 (0) 1438 84...	
Cambridge Bioscience Partnership	29/10/2004	None	None	None	01223 208534	01223 207378
MERL	22/10/2004	None	None	None		
Rolls-Royce	21/10/2004	None	21/10/2004	21/10/2004		
FUJIFILM Electronic Imaging Ltd - He...	14/10/2004	20/10/2004	None	14/10/2004	+0044 (0) 1442 ...	
Xaar Technology plc	11/10/2004	None	01/11/2004	25/10/2004	01223 423663	01223 423590
MyIP Limited	04/10/2004	None	04/10/2004	04/10/2004		

This view can be sorted in alphabetical or date order for any of the fields. In the above view for example it is sorted according to date of first meeting.

One of the main advantages of this view (from a reporting perspective) is that by using the edit/select all function it is possible to copy and paste all the data into an excel spreadsheet.

It also allows them to see which key data are missing.

Inserting people within companies

For tracking purposes all interactions that are logged through the database should include the contact person coordinates for the people involved in the interaction. To enable this to

happen they must enter people as contacts within companies. The best way to do this to ensure that the person is associated with their company is to use the 'New People' function within the General Company Form View:

The screenshot shows a software window titled 'Untitled - Company'. It has a menu bar (File, Edit, View, Insert, Format, Tools, Actions, Help) and a toolbar. Below the toolbar are tabs: General, Profile, IRC, and All Fields. The 'General' tab is active, showing a form with several sections. A large black arrow points to a button labeled 'New People' located in the top left of the form area. Other buttons in this area include 'Address...', 'Business', 'Business Fax', 'Email', 'Web page address', 'Location', 'Country/Region', 'Manager's Name', 'Created', and 'Modified'. The form also contains several empty text boxes and dropdown menus. At the bottom of the window, there is a taskbar with various icons and a clock showing 16:30.

Clicking on the 'New People' button opens a new form view from the 'People in Public Folders' section of the database.

All relevant sections of the People General Form View (see screenshot below) for the new person should be completed. They don't need to fill out any data within the other views (i.e. profile, IRC, Activities etc) as these will be populated automatically as and when entries are made in other sections of the database.

People

The People form (General form view):

Untitled - People

File Edit View Insert Format Tools Actions Help

Save and Close

General Profile IRC Activities Certificates All Fields

New Email New Task New Meeting 0.23

Full Name... Job Title: Company: File As: Business Home Business Fax Mobile Address... Business Mailing address E-mail Display As

Contacts... Categories... Private

Start Companies - Mi... EEIRC databas... Untitled - Comp... Untitled - Peo... 19:07

When a new person has been saved they will appear in the 'people' field box in the company general view the next time the company view is opened (see example below for TWI). The names are active, i.e. clicking on them will open the people view for this person:

Example Company (General form view) after people have been entered and saved:

TWI - Company

File Edit View Insert Format Tools Actions Form Layout Help

Save and Close

General Profile IRC All Fields

New People Opportunity Appointment 0.31

Company: TWI

Address... Abington
Cambridge
CB1 6AL

Business 01223 891162

Business Fax 01223 891280

Email: twi@twi.co.uk

Web page address:

Location: Cams ☒ East of England

Country/Region: United Kingdom

Manager's Name: Andrew

Created: Tue 30/03/2004 00:10

Modified: Sat 18/09/2004 12:21

People

- Aamir Khalid
- Cathy Holder
- Dave Nicholas
- David Howse
- Derek Patten
- Dr Adrian Duncan
- Dr Gareth McGrath
- Dr Graham Wylde
- Dr Sue Huang
- Marcus Warwick
- Melissa Riley
- Mr Iain Smith
- Mr Keith Johnson
- Paul Burling
- Prof Mehdi Tavakoli
- Roger Wise
- Sue Dunkerton

Contacts... Dosten Baluch; Adrian Duncan; Sue Dunkerton; Cathy Holder; Keith Johnson; Aamir Khalid; Gareth McGrath; Dave Nicholas; Iain Smith; Graham Wylde; Sue Huang; TRx03.042: TWI

Categories...

Start Companies... EEIRC dat... Untitled - ... Untitled - P... TWI - Co... 19:16

Opportunities

Opportunities are loosely defined as the subject matter around which any interactions (introductions/negotiations/agreements/referrals etc) are facilitated by them.

For IRC work the key opportunity types in IRC terms are:

Technology offers and requests issued by themselves (usually issued via BBS, but not always)

Technology offers and requests issued by other IRCs and other EU organisations

Referrals.

The database recognises 7 key types of opportunity:

EE IRC – is for IRC-type offers and requests that have been issued by the East of England IRC

EU IRC – is for IRC-type offers and requests that have been issued by other EU IRCs

UK IRC – is for IRC-type offers and requests that have been issued by other UK IRCs

Referral – is for any referral that they make on behalf of one of their Clients or Prospects

R&D - is for R&D partner requests/introductions involving any East of England organisations, regardless of origin.

ROW TTT – is for any offers/requests that are specific to non-EU countries

Other – is for any other opportunity types that do not fall into the above categories.

IRC opportunities by nature are generally directional, i.e. inward or outward. However, irrespective of direction all opportunities should be logged as either an 'offer' or 'request' with respect to the type or the country/region of origin. This is generally self-explanatory, except for referrals. As a general rule referrals might be classed as requests because generally

In the Outlook database section 'opportunities in public folders' there are (as the other sections) several different views for working with opportunities. For example Opportunities 'By Type' displays the seven categories described above (see screenshot below).

Each 'Type' category can be expanded into the level of 'offer' and 'request' by clicking on the + button and collapsed by clicking on the – button. Offers and requests can then be further expanded to see individual opportunities.

Opportunities - Microsoft Outlook

Look for: Search In Opportunities Find Now Clear Options

Opportunities (Filter Applied)

Click here to add a new Opportunity

Opportunity Summary:

- OpType: EE IRC (105 items, 54 unread)
- Direction: Offer (78 items, 39 unread)
- Direction: Request (27 items, 15 unread)
- OpType: EU IRC (272 items, 73 unread)
- OpType: Other (2 items, 1 unread)
- OpType: R&D (24 items, 2 unread)
- OpType: Referral (30 items, 5 unread)
- OpType: RoW TT (3 items, 3 unread)
- OpType: UK IRC (43 items, 11 unread)

Company	DateIssued	Job Title	BBSRef	CaseMgr	1stOrg
Cancer and Infection Vaccine enhancement via recombinant i...	02/11/2004	TOx04 197	04 GB LDLT 0...	Andrew G	C_IRC UK Lc
Polarisation Imaging of Superficial Skin Tissue	11/11/2004	TOx04 207	04 GB MICU 0...	Dave R	C_IRC UK M
System for Monitoring of Foetal Heart Rate and Long-term A...	23/11/2004	TOx04 213	04 GB MICU 0...	Dave R	C_IRC UK M
Equipment to generate energy from waste and to avoid dispo...	29/11/2004	TOx04 219	04 GB MICU 0...	Andrew G	C_IRC UK M
Direct Power Converters with Increased Voltage Transfer Rat...	16/12/2004	TOx04 236	04 GB MICU 0...	Andrew G	C_IRC UK M
High Speed, Low Cost Reprocessing Of Waste Tyres Into De...	22/10/2004	TOx04 190	04 GB NMBT ...	Andrew G	C_IRC UK N
"FAST FENCE" – A unique solution for fast 'single-handed' con...	07/10/2004	TOx04 180	04 GB NMCB ...	Andrew G	C_IRC UK N
Steri-X: A New Biocidal Surface Cleaner Effective for 7 Days ...	04/08/2004	TOx04 127	04 GB NMRT ...	Andrew G	C_IRC UK N
Webmetric: Information Content Analysis and Classification S...	06/12/2004	TOx04 228	04 GB SCTI 0...	Giuseppe V	C_IRC UK S
Submersible pump with integral self-cleaning intake filter/scr...	20/10/2004	TOx04 187	04 GB SWRD ...	Andrew G	C_IRC UK S

Filter Applied 2029 Items All folders are up to date. Connected

Inserting Opportunities

They should insert a new opportunity every time they carry out some work (an 'interaction') around a **new** offer/request/R&D partner search or other type of work on behalf of a client or prospect.

The first of these is 'Our Reference', where they use a standard nomenclature system.

Opportunities - Microsoft Outlook

File Edit View Go Tools Actions Help

Look for: Search In Opportunities Find Now Clear Options x

Opportunities

Company	Job Title	Closed?	BBSRef	OppType	CaseMgr	1stOrg
Click here to add a new Opportunity						
Biopharmaceuticals - Medium-sized German biotec...	TR98007	<input checked="" type="checkbox"/>	PA-ST...	EU IRC		Hessische Technologiestif
Biopharmaceuticals - New cooperation partner for p...	TR98006	<input checked="" type="checkbox"/>	PA-UN...	EU IRC		Hessische Technologiestif
Detection of broken stones in fruit - French comp...	TR98005	<input checked="" type="checkbox"/>	98 02 02	EU IRC		C_CRI Sud-Ouest_18/09/
Request For New Active Substances For Food Suppl...	TR98004	<input checked="" type="checkbox"/>	DCV 9...	EU IRC		Centre De Valorisation de
Biotechnology, Chemical Processing - Medium-size...	TR98003	<input checked="" type="checkbox"/>	KEM01	EU IRC		Hessische Technologiestif
Mobile compactor for biomass/straw - French SME...	TR98002	<input checked="" type="checkbox"/>	OMN 9...	EU IRC		Chambre Régionale de Cc
Production of Proteins in Plants - Large German...	TR98001	<input checked="" type="checkbox"/>	PA-KIR...	EU IRC		Hessische Technologiestif
A new class of microwave components based on me...	TOx05 003	<input checked="" type="checkbox"/>	99040...	EU IRC	Andrew G	C_IRC SE Central Sweder
Interferential laser therapy apparatus	TOx05 002	<input checked="" type="checkbox"/>			Dave R	C_IRC ES MADRID - Func
Advanced Active Filter	TOx05 001	<input checked="" type="checkbox"/>	04 LV L...		Andrew G	C_IRC LV Latvia_18/09/2
High-efficiency gas-fired infrared (IR) burner techn...	TOx04 240	<input checked="" type="checkbox"/>	04 NL ...	EU IRC	Andrew G	C_IRC NL Nederland Senl
Lipophilic analogues of sugar derivatives for use as ...	TOx04 239	<input checked="" type="checkbox"/>	04 DK ...	EU IRC	Andrew G	C_IRC DK Denmark EuroC
SNOOPY: an innovative data logger able to monitor ...	TOx04 238	<input checked="" type="checkbox"/>	cpr/sn...	EU IRC	Dave R	C_IRC IT Tuscany-Umbrie
Embedded low-cost Internet audio technology (MP3...	TOx04 237	<input checked="" type="checkbox"/>	04 NL ...	EU IRC	Andrew G	C_IRC NL Nederland Synt
Direct Power Converters with Increased Voltage Tra...	TOx04 236	<input checked="" type="checkbox"/>	04 GB ...	UK IRC	Andrew G	C_IRC UK Midlands Cover
Special materials prepared by the planar flow castin...	TOx04 235	<input checked="" type="checkbox"/>	04 SK ...	EU IRC	Andrew G	C_IRC SK Slovakia - BIC E
Cleaning Products for Food Contact Surfaces	TOx04 234	<input checked="" type="checkbox"/>	04 GB ...	UK IRC	Andrew G	C_IRC UK NORTH RTC Nc
Beverages that glow in the dark	TOx04 233	<input checked="" type="checkbox"/>	4.27VE...	EU IRC	Andrew G	C_IRC IT IRENE - Veneto
Whirlpool pumps with integrated inverter.	TOx04 232	<input checked="" type="checkbox"/>	PTUS...	EU IRC	Giuseppe V	C_IRC IT Tuscany-Umbrie
Electrochemical "Metalisation" for textile fibres	TOx04 231	<input checked="" type="checkbox"/>	04 IT L...	EU IRC	Andrew G	C_IRC IT LOMBARDIA - C
New composite flexible heaters on a fabric basis - w...	TOx04 230	<input checked="" type="checkbox"/>	04 IL I...	EU IRC	Andrew G	C_IRC IL Israel - MAI_18
New biostimulants that increase plants' resistance t...	TOx04 229	<input checked="" type="checkbox"/>	04 ES ...	EU IRC	Andrew G	C_IRC ES CENEMES - OTF
Webmetric: Information Content Analysis and Classi...	TOx04 228	<input checked="" type="checkbox"/>	04 GB ...	UK IRC	Giuseppe V	C_IRC UK Scot Targeting
Broadband Internet downloads via satellite for all of...	TOx04 227	<input checked="" type="checkbox"/>	04 DE ...	EU IRC	Giuseppe V	C_IRC DE North - TTZ_18
Surveillance Software based on the agents system.	TOx04 226	<input checked="" type="checkbox"/>	04 ES ...	EU IRC	Giuseppe V	C_IRC ES MADRID - Func
Fine Line Structuring of Flexible Circuits by UV-Laser...	TOx04 225	<input checked="" type="checkbox"/>	TO 01...	EU IRC	Giuseppe V	C_IRC DE Niedersachsen
Gallium Orthophosphate (GaPO4) - a new piezoelect...	TOx04 224	<input checked="" type="checkbox"/>	APS-Cr...	EU IRC	Giuseppe V	C_IRC AT Austria - GRAZ
A cost-effective aerator for wastewater treatment	TOx04 223	<input checked="" type="checkbox"/>	04 FI F...	EU IRC	Andrew G	C_IRC FI Finland Licentia

2029 Items All folders are up to date. Connected

Having established the next available 'our reference' create a new opportunity by clicking on 'new contact' within any of the opportunity views. This will open a new opportunity form as shown in the screenshot below.

The General form view for new Opportunities:

It is important to complete all fields, but especially:

Our reference, External (or BBS) reference (if available), **date issued** (very important), **Type** of opportunity (from the drop down list), **Request** or **Offer** and if it is an **RTD result**, **1st Organisation** and **1st Contact**.

Note:

If you type in an existing 'Our Ref' or an existing External (BBS) Ref (i.e. the opportunity already exists on our database), an alert message will appear on the screen.

Entering organisation and Contact information within the opportunity.

1st Organisation: For opportunities that they issue the 1st Organisation is their client (e.g. University of East Anglia). For opportunities that have been issued by other IRCs the 1st organisation is the issuing IRC office. Type the first three letters of the organisation in question and then click on the '?' button to the right side of the field. A drop down list of all matching company/organisation names will appear in the field* (see screenshot below). Click on the correct organisation to select it. Then click on the '?' button to the right side of

the 1st Contact field. A drop down list of all people associated with the organisation will appear in the field*. Click on the correct person to select them.

The opportunity view has two other fields for organisations and contacts.

2nd Organisation and 2nd Contact are available in case a second IRC or a second key organisation are involved.

3rd Organisation and 3rd Contact are free text boxes that allow them to enter the name of the company or organisation that is actually behind the offer/request. For example, for offers/requests from other IRCs the 3rd organisation and contact would be their client. As a general rule they would not log these contacts (companies and people) in the database, but by typing the names here (if known) the information will be displayed on the 'company report' (see later).

Further Notes:

In addition to various views, there are other ways of finding an opportunity within the database.

Most useful of these is to use the IRC form view within a company. As soon as an opportunity form has been saved, it will display in this view the next time the company is opened. Thus, in the example below, two opportunities are listed for the company Somerwood.

Somerwood Ltd - Company

File Edit View Insert Format Tools Actions Form Layout Help

Save and Close

General Profile IRC All Fields

ClientMgr: Andrew G

First Meeting: 01/06/2003

Referred By: Referred Notes:

IRC Relationship: IRC Client

☒ Review 01/06/2003

☒ Visit 01/06/2003

☐ AMT None

Opportunities

Our ref	Opportunity Title	BBS Ref	Case Mgr	Date Issued
EETOx03 019	Width adjustable rollator walking aid for larger patients		Andrew G	14/07/2003
EETOx04 029	g partner sought for Vizcane®, an innovative illuminati	04 GB EAST 0AG4	Andrew G	21/06/2004

Interactions

Our ref	Opportunity Title	BBSRef	1st Org	Case Mgr	Deal Type/Direction	Status
UKTI referral	UKTI referral	UKTI referral	UKTI	Andrew G	Referral Inward	Waiting on Client

Start | E... | C... | 1... | D... | U... | U... | H... | W... | C... | S... | EN | 12:13

These are active links and will open the opportunity form if clicked.

Interactions

Interactions are client-specific activities that they carry out involving an opportunity. For example if a client expresses an interest in an offer or request this would be logged as an interaction. The interaction then becomes the place to track and record specific activities (e.g. chains of email correspondence, status of the deal [negotiations, deal signed etc] etc).

Creating an interaction within an opportunity.

Interactions should be created from within the opportunity with which they are associated.

As an example they will create a new interaction for their technology offer (opportunity) with reference EETOx03 019. First find the opportunity. This can be achieved via different routes, e.g. by looking under the opportunities by client manager view, or under the opportunities by client.

Width adjustable rollator walking aid for larger patients - Opportunity

File Edit View Insert Format Tools Actions Form Layout Help

Save and Close

Opportunity Interactions Activities All Fields

New Interaction Modified: 08/01/2005 v0.32

Our Ref: EETOx03 019 External (BBS) Ref: Date Issued: 14/07/2003 Closed?

Opportunity: Width adjustable rollator walking aid for larger patients

Type: EE IRC Request Offer RTDResult

CaseMgr: Andrew G Deadline: 13/08/2004

1st Organisation: Somerwood Ltd 1st Contact: Graham Hunter

2nd Organisation: 2nd Contact:

3rd Organisation: Somerwood Ltd 3rd Contact: Graham Hunter

Location: Essex

Start

Click on the New Interaction button at the top left side of the opportunity view. This will open an interaction form.

This interaction form general view (screenshot below) contains a series of fields and text boxes that need to be completed to enable effective tracking and reporting. As with the opportunity forms it is important to complete as much information as possible.

The interaction form:

The screenshot shows a web application window titled "C_Somerwood Ltd_18/09/2004 11:48:57 - Interaction". The window has a menu bar with "File", "Edit", "View", "Insert", "Format", "Tools", "Actions", and "Help". Below the menu bar is a toolbar with icons for "Save and Close", "Print", "New", "Open", "Save", "Find", "Undo", "Redo", "Zoom", and "Help".

The main content area is divided into several sections:

- Interaction Details:** A large text box containing "Width adjustable rollator walking aid for larger patients". To its right, there is a "Modified:" field with the value "None" and a version number "v0.28".
- Organization and Contact:** Two text boxes below the title, both containing "Somerwood Ltd" and "Graham Hunter" respectively.
- AccMgr:** A dropdown menu.
- Deal Type:** A dropdown menu.
- Direction:** Two radio buttons labeled "Inward" and "Outward".
- Involved STEP student?:** A checkbox.
- EU RTD Result:** A checkbox.
- Match Mode:** A dropdown menu.
- Stage:** A dropdown menu.
- Chase:** A dropdown menu with options "+1w", "+2w", "+4w", and "+3m".
- Parties Involved:** A table with three columns: "Org", "Contact", and "Status". The table contains three rows of data.

Org	Contact	Status
Org1	Contact1	?
Org2	Contact2	?
Org3	Contact3	?
- Stages:** A section with five text boxes: "First Entry:" (30/01/2005), "Contacts exchanged:" (None), "Negotiations confirmed:" (None), "Agreement:" (None), and "No further action agreed:" (None).

The bottom of the window shows a Windows taskbar with the Start button and several open applications.

Notes:

The title of the opportunity to which this interaction belongs along with the 1st organisation and 1st contact names of the client behind the opportunity are automatically associated with

the interaction and displayed at the top of the form as shown above. Clicking on the > buttons to the right of these fields will open up the corresponding opportunity, company or people forms.

Fields to complete:

Acct Manager

Deal type: EE IRC – EU IRC – REG TT (regional) – UK IRC - R&D – ROW TT – Referral – Other –.

Parties involved:

Inward or Outward:

Involved STEP student:

RTD Result: This allows them to specifically report on the numbers of RTD results that they have worked with.

Match Mode: This offers a drop-down list and will help them to track which methodologies are most effective in generating deals (e.g. AMT, a response to an Business Weekly abstract etc etc).

Stage: This gives a general picture of the status of the interactions. It also classifies the interaction status in the 'Interaction by Manager View' (see below).

Chase: by inserting a date this field can be used as prompt for follow-up especially when used in conjunction with the 'Interactions by Manager' view under Interactions in Public Folders where interactions that have passed their 'Chase by' date appear in red ([see screenshot below](#)). They have the option of entering any date or to automatically insert 1w (one week from today) 2w, 4w or 3 months by clicking on the relevant button, or 3 weeks from today by clicking on the little box to the right of the chase by field.

Stages: This section is very important to complete (as all fields are) because it is used to generate the report data and performance indicator statistics for the EC reports. It is self-explanatory. They have the option to enter any date in the fields or today's date by clicking on the little box to the right of the field.

Text boxes: There are two large free text boxes. The lower of the two boxes should be used to record any general notes to summarize with dates the status of the interaction and include useful information, e.g. location of any filed documents connected to this interaction. The upper of the two boxes is used to generate company reports and should be used to

write a sanitized summary of the status of the interaction for the benefit of their client and as a prompt to encourage their client to provide further feedback on the status of the interaction from their perspective.

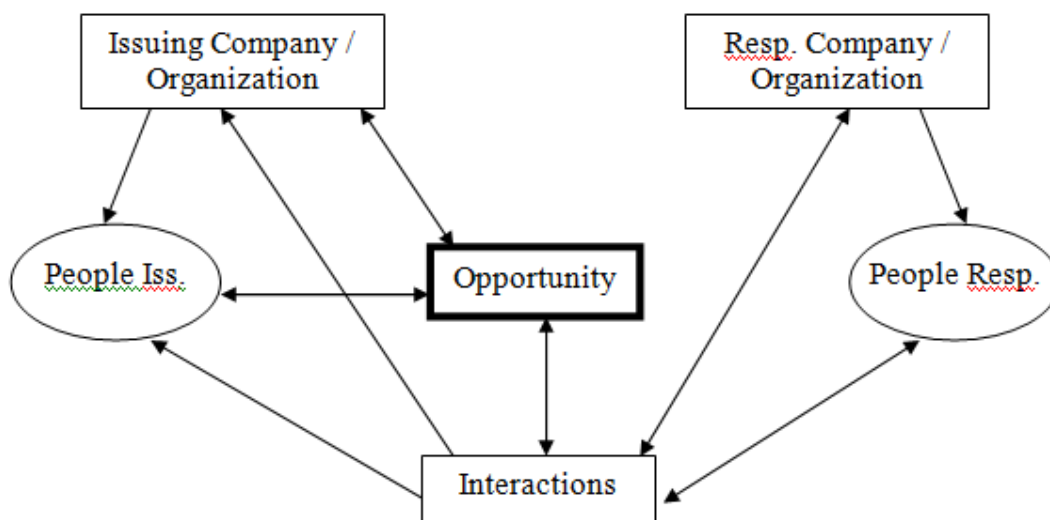
Interactions should be edited at any time whenever the status changes. It is also important to close the interaction under the 'stage' and 'stages' (no further action agreed) sections of the form.

Example of red chase alerts under Interactions by manager

The screenshot shows the Microsoft Outlook 'Interactions' window. The left sidebar displays the 'Contacts' pane with 'My Contacts' and 'Other Contacts' sections. The main pane shows a list of interactions under the 'Interactions' tab. The list is filtered by 'Company' and 'Interaction'. The 'Interactions' list shows a table with columns for 'Company', 'Interaction', and 'org1'. The table contains several rows of interactions, including 'DTI - ITP referral', 'EETOx02 014', 'EETOx02 016', 'EETOx04 018', 'EETOx04 020', 'EETOx04 031', 'EETOx04 048', 'EETR03 008', 'EETR04 005', 'EETR04 005', 'EETR04 015', 'EETR04 016', 'EETR04 016', 'EETR04 016', 'REWARDS REFERRAL', 'TOx04 099', 'TOx04 137', 'TRx03 042', and 'TRx04 051'. The 'Interactions' list is filtered by 'Company' and 'Interaction'. The 'Interactions' list shows a table with columns for 'Company', 'Interaction', and 'org1'. The table contains several rows of interactions, including 'DTI - ITP referral', 'EETOx02 014', 'EETOx02 016', 'EETOx04 018', 'EETOx04 020', 'EETOx04 031', 'EETOx04 048', 'EETR03 008', 'EETR04 005', 'EETR04 005', 'EETR04 015', 'EETR04 016', 'EETR04 016', 'EETR04 016', 'REWARDS REFERRAL', 'TOx04 099', 'TOx04 137', 'TRx03 042', and 'TRx04 051'. The 'Interactions' list is filtered by 'Company' and 'Interaction'. The 'Interactions' list shows a table with columns for 'Company', 'Interaction', and 'org1'. The table contains several rows of interactions, including 'DTI - ITP referral', 'EETOx02 014', 'EETOx02 016', 'EETOx04 018', 'EETOx04 020', 'EETOx04 031', 'EETOx04 048', 'EETR03 008', 'EETR04 005', 'EETR04 005', 'EETR04 015', 'EETR04 016', 'EETR04 016', 'EETR04 016', 'REWARDS REFERRAL', 'TOx04 099', 'TOx04 137', 'TRx03 042', and 'TRx04 051'.

Notes:

Page links between Opportunities, Interactions, Issued (companies and people) and Response (companies and people)



In addition to various views, there are other ways of finding an interaction (or an opportunity) within the database.

Most useful of these is to use the IRC view within a company contact form. As soon as an interaction form or opportunity form has been saved, it will display in this view the next time the company form is opened.

Thus for any organisation (or person) it is possible to quickly identify all the opportunities and interactions with which they are involved.

The information will be associated with all parties involved in the interaction. Thus in the example illustrated in the screenshot below, the width adjustable rollator opportunity for Somerwood will appear as an interaction in the IRC View for those organisations that have expressed an interest in it (for example for IRC Estonia – see screenshot below).

Company form showing active links to this company's own opportunities (offers/request) and interactions with other opportunities (offers/requests from elsewhere).

Somerwood Ltd - Company

File Edit View Insert Format Tools Actions Form Layout Help

Save and Close

General Profile IRC All Fields

ClientMgr: Andrew G

First Meeting: 01/06/2003

Referred By: Referred Notes:

IRC Relationship: IRC Client

☒ Review 01/06/2003

☒ Visit 01/06/2003

☐ AMT None

Opportunities

Our ref	Opportunity Title	BBS Ref	Case Mgr	Date Issued
EETOx03 019	Width adjustable rollator walking aid for larger patients		Andrew G	14/07/2003
EETOx04 029	Manufacturing partner sought for Vizcane®, an innovative illuminat	04 GB EAST 0AG4	Andrew G	21/06/2004

Interactions

Our ref	Opportunity Title	BBSRef	1st Org	Case Mgr	Deal Type/Direction	Status
UKTI referral	UKTI referral	UKTI referral	UKTI	Andrew G	Referral Inward	Waiting on Client

IRC EE Estonia Tartu Science Park - Company

File Edit View Insert Format Tools Actions Form Layout Help

Save and Close

General Profile IRC All Fields

ClientMgr:

First Meeting: None

Referred By: Referred Notes:

IRC Relationship: IRC Organisation

☐ Review None

☐ Visit None

☐ AMT None

Opportunities

Our ref	Opportunity Title	BBS Ref	Case Mgr	Date Issued
TOx03 174	Re: Geothermal ventilation for low-energy cooling or heating buildin	EST TTP GEO	Andrew G	None

Interactions

Our ref	Opportunity Title	BBSRef	1st Org	Case Mgr	Deal Type/Direction	Status
EETOx03 019	Width adjustable rollator walking aid for larger patient		Somerwood Ltd	Andrew G	EE IRC Outward	Agreement signed
EETR04 003	Batch manufacturing expertise for sourcing/assembly		BLP Components Ltd	Dave R	EE IRC Outward	Closed

The interaction also displays under the IRC View of Paul Pallin's people form, Paul being the IRC person at IRC Estonia that is linked as the 1st contact (under 1st organization IRC Estonia).

Paul Pallin - People

File Edit View Insert Format Tools Actions Form Layout Help

Save and Close

General Profile IRC Activities Certificates All Fields

Opportunities

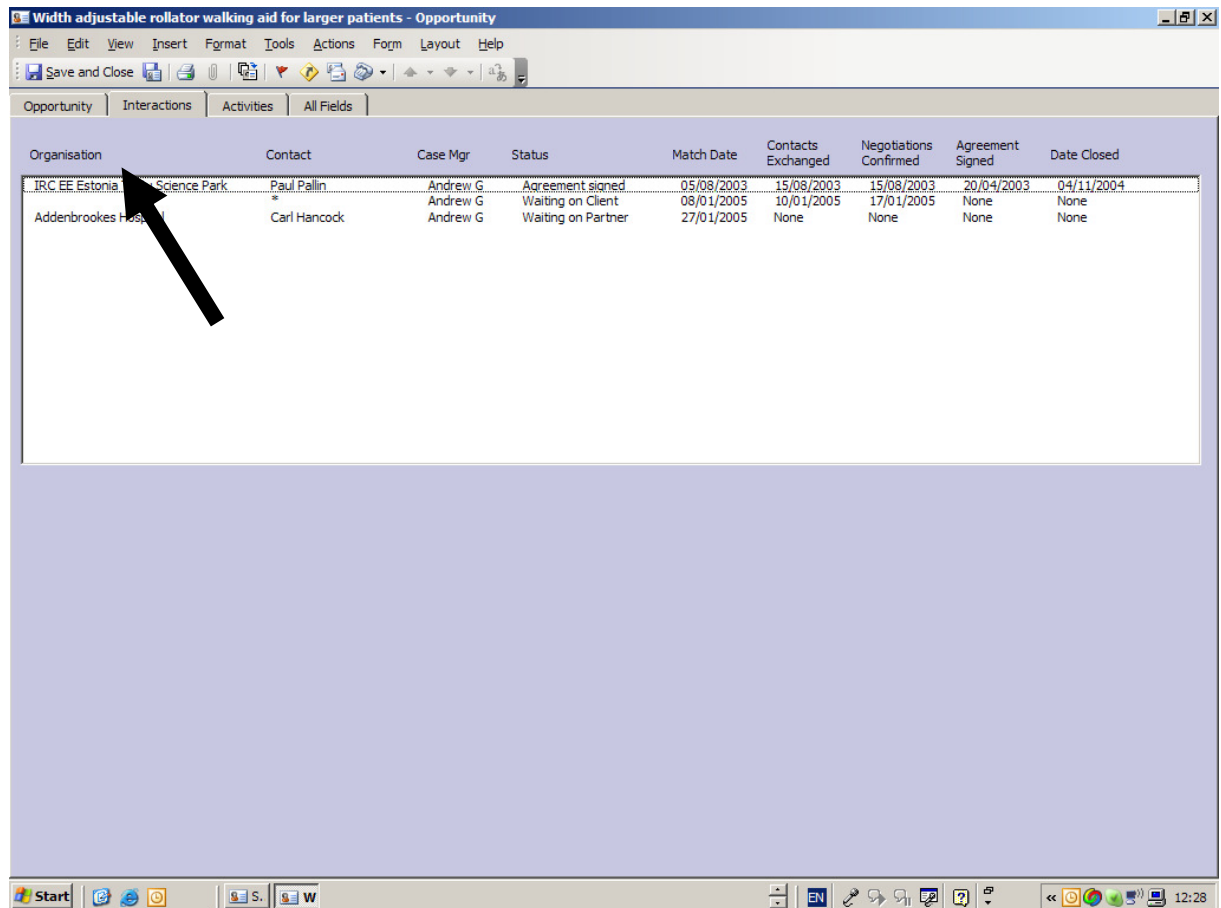
Our ref	Opportunity Title	BBS Ref	Case Mgr	Date Issued
TOx03 174	Re: Geothermal ventilation for low-energy coolin...	EST TTP GEO	Andrew G	07/07/2003
TOx05 140	Valveless internal combustion engine (reference: 05 EE EETS 0C50		Andrew G	06/06/2005
TOx05 194	Conductive transparent polymeric adhesive 05 EE EETS 0C1A		Hendrik P	07/07/2005
TRx05 022	System to measure the amount of diesel fuel in a 05 EE EETS 0C2N		Dave R	10/03/2005

Interactions

Our ref	Opportunity Title	BBSRef	1st Org	Case Mgr	Deal Type/Direction	Status
EETx03 019	Width adjustable rotator walls		Somernwood L	Andrew G	EE IRC	Outward
EETRx04 003	Batch manufacturing expertise	TR UKIRC EAST 04 003	BLP Composites	Dave R	EE IRC	Outward
						Agreement signed
						Closed

Start | [Icons] | Método cont... | Microsoft Ou... | BEMT - Comp... | BECO EE | Microsoft Ex... | BEMT Catalo... | People - MCr... | EEIRC datab... | Paul Pallin - ... | 13:50

Once saved, interactions are automatically linked within their opportunity:



Organisation	Contact	Case Mgr	Status	Match Date	Contacts Exchanged	Negotiations Confirmed	Agreement Signed	Date Closed
IRC EE Estonia	Science Park	Paul Pallin	Agreement signed	05/08/2003	15/08/2003	15/08/2003	20/04/2003	04/11/2004
Addenbrookes Hosp	Carl Hancock	Andrew G	Waiting on Client	08/01/2005	10/01/2005	17/01/2005	None	None
		Andrew G	Waiting on Partner	27/01/2005	None	None	None	None

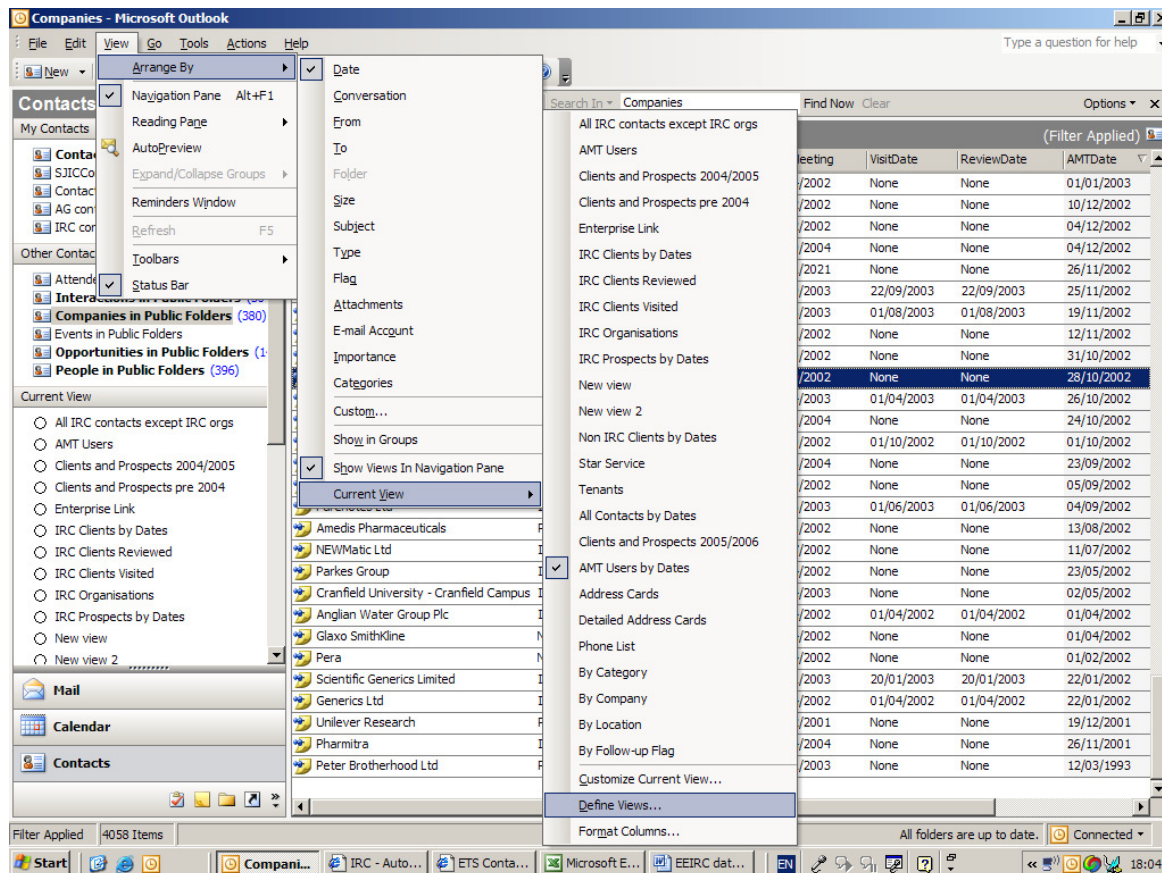
Thus in summary the database links together opportunities with interactions with company/organizations (their clients or other IRCs) and people.

Setting up new Contact views

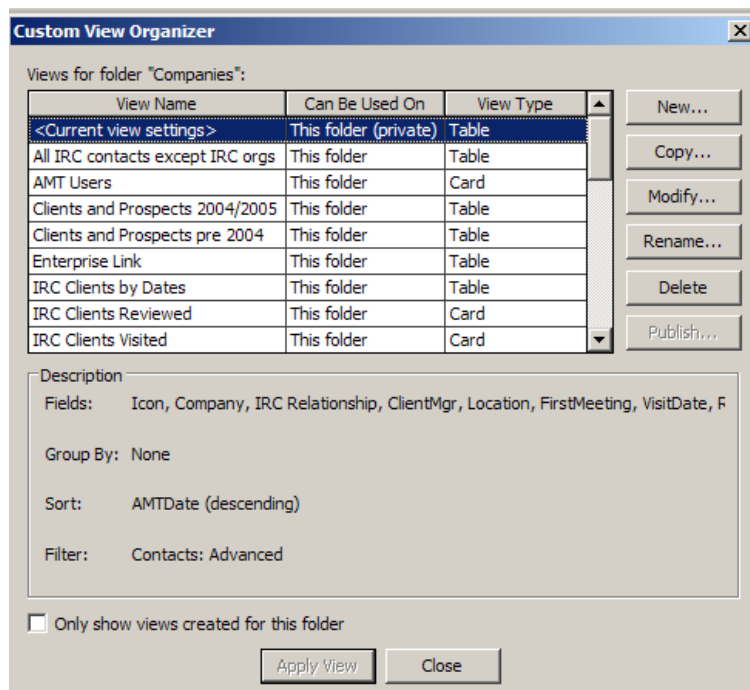
Select the Contact type under which you want to create a new view (i.e. opps, ints, companies or people).

Identify the view that most closely resembles the view you want to achieve. This is because it is easier to create a new view by copying an existing view than by creating a view from first principles.

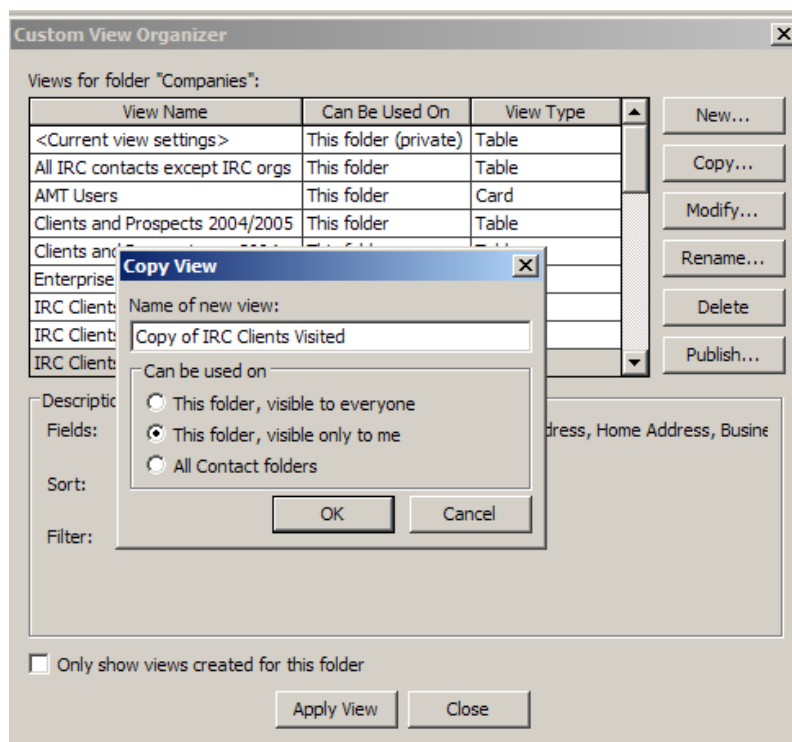
Under 'View' in the menu bar select Arrange by > Current views > Define View



This will bring up a dialogue box as follows:

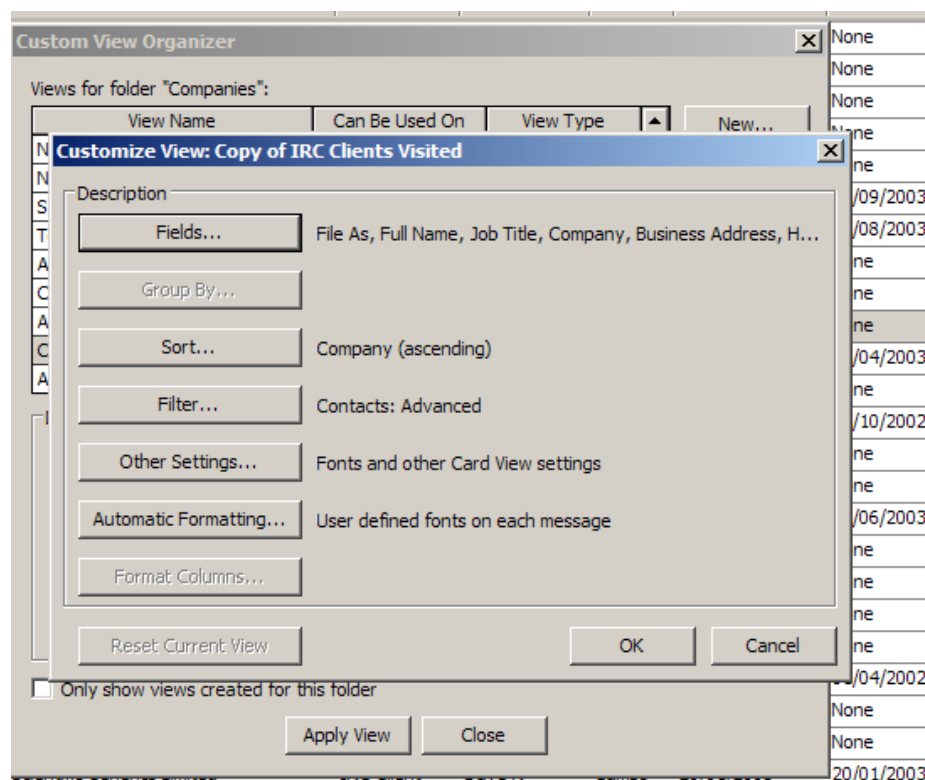


Under 'View Name' select the view you want to copy and click on the copy button. The following dialogue box should appear:



If this is a view to share with all database users, select 'This folder, visible to everyone', otherwise select 'This folder, visible only to me'

Once your new copy has been made you can use the Rename button to change the name of the view. Then click on the modify button to make changes to the field selections, sort, group and filter preferences:



When you have completed the operation, click on OK and then Apply View. The new view should then appear in your contacts folder.

Adding fields to views using the 'Field Chooser' function.

An additional way to add new fields to existing views (on your machine only, unless you publish) is to use the field chooser function.

Select the view you want to add the field to. Hover the cursor (arrow) over the field bars at the top of the view. Right click on the mouse and select 'field chooser' from the list of options offered. This will open a field chooser box as shown in the screenshot below. Drag and drop the field/s you want to add to the view.

Companies - Microsoft Outlook

File Edit View Go Tools Actions Help

Look for: Search In: Companies Find Now Clear Options

Contacts

My Contacts

- Contacts (10)
- SJICCompanies
- Contacts in Personal Folders
- AG contacts in Personal Folders
- IRC contacts in Personal Folders

Other Contacts

- Attendees in Public Folders
- Interactions in Public Folders (496)
- Companies in Public Folders (405)
- Events in Public Folders
- Opportunities in Public Folders (1)

Field Chooser

Current: All Contact fields

- Account
- Address Selected
- Address Selector
- Anniversary
- Assistant's Name
- Assistant's Phone
- Attachment
- Billing Information
- Birthday
- Business Address
- Business Address City
- Business Address Country

New... Delete

Calendar

Contacts

Companies

Company	ClientMgr	Location	FirstMeeting	VisitDate	ReviewDate	AMTDate	E-mail
Cranfield University - Silsoe Campus	Alex S	Beds	28/07/2004	None	None	None	
Cranfield University - Cranfield Campus	Alex S	Beds	01/04/2003	None	None	None	
Huntleigh Healthcare	Dave R	Beds	12/02/2003	None	None	None	
Huntleigh Technology Plc	Dave R	Beds	11/11/2004	11/11/2004	11/11/2004	11/11/2004	
Kenco	Andrew G	Beds	01/04/2003	None	None	None	
LTH Electronics	Dave R	Beds	28/07/2003	28/07/2003	28/07/2003	None	
Mediwatch Biomedical	Andrew G	Beds	02/05/2001	None	None	None	
Silsoe Research Institute	Dave R	Beds	02/09/2003	02/09/2003	02/09/2003	None	
Skybio Ltd	Dave R	Beds	22/09/2003	22/09/2003	22/09/2003	None	
Unipath Limited	Dave R	Beds	01/03/2004	01/03/2004	01/03/2004	None	
Bactest Ltd	Andrew G	Beds	01/04/2003	None	None	None	
New Ideas Company	Dave R	Beds	01/04/2004	01/04/2004	01/04/2004	None	
Insys Ltd.	Giuseppe V	Beds	21/04/2004	21/04/2004	28/04/2004	29/04/2004	
Ray Lambert - Inventor	Andrew	Beds	28/07/2004	None	None	None	
SOS Security	Dave R	Beds	05/08/2004	05/08/2004	05/08/2004	None	
LogicOne	Andrew G	Beds	23/11/2004	None	None	None	brianl@logicone
TConsult Business Solutions	Giuseppe V	Beds	27/01/2005	None	None	27/01/2005	
AIMS Ltd	Dave R	Beds	15/07/2002	15/07/2002	15/07/2002	None	
AINIA - Instituto Tecnológico Agroalim...	Alex S	Beds	02/04/2001	None	None	None	
Alex Light Ltd	Andrew G	Beds	11/09/2002	None	None	None	
AMSC Global	Andrew G	Beds	01/04/2003	None	None	None	
Analytical Instrument Industry Report	Dave R	Beds	01/04/2002	None	None	None	analytical@co
Envirolink		Beds	08/12/2004	None	None	None	
Hidden Assets	Andrew G	Beds	29/11/2002	None	None	None	
Kemin Europe	Alex S	Beds	07/03/2002	None	None	None	
Proteom Limited	Andrew G	Beds	01/04/2003	None	None	None	garth.w.rob
Aalborg University Denmark	Andrew G	Beds	24/06/2004	None	None	None	
Rolls-Royce	Giuseppe V	Beds	21/10/2004	21/10/2004	21/10/2004	None	

Filter Applied 3952 Items

All folders are up to date. Connected

Start [Icons] Compa... EEIRC ... Untitled... Untitled... TWI - C... Kherion... 19:44

2. Informació adicional del MWC Brokerage Event

S'agafa com a base de cas d'èxit en quan a l'aplicació en Brokerage Events de l'anàlisi dut a terme, el Mobile World Congress Brokerage Event organitzat a Barcelona l'any 2009.

Tot seguit s'indiquen algunes parts de l'informe final relacionades amb l'anàlisi efectuat en l'apartat 6.4

Validadors

Per tal de facilitar i descentralitzar la nostra tasca d'administradors, hem comptat amb l'ajuda de validadors, de EEN's d'altres regions que formen part de l'Enterprise Europe Network. Per tan, en el cas que una regió disposi de més de 5 empreses participants a l'esdeveniment, demanarem que s'hi registrin els diferents partners, o representants de cada EEN, per realitzar tasques de validador. Així doncs, comptarem amb l'ajuda dels partners dels següents EEN's:





CAMERA DI COMMERCIO
INDUSTRIA ARTIGIANATO E AGRICOLTURA
DI TORINO

MATIMOP
Israeli Industry Center for R&D



SINTEF

Scottish Enterprise



med2europe
French Mediterranean Area



L'Europe à la portée de votre entreprise.
SUD-OUEST FRANCE



ZAB

ZukunftsAgentur
Brandenburg

Les tasques principals que realitzaran els validadors, serà el control i seguiment de les empreses registrades, que formin part de la seva regió. Aquests tindran l'opció de modificar



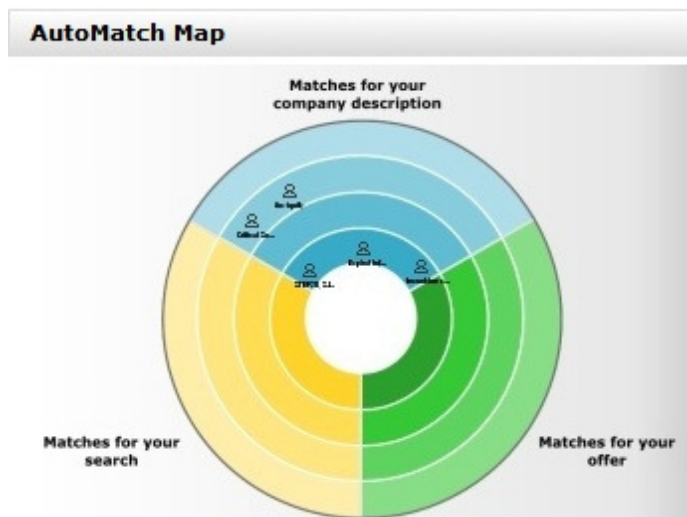
i validar els diferents perfils, i podran fer un seguiment dels meetings que es vagin preparant per a les empreses corresponents.

Eina match-making

L'eina match-making serà el motor de cerca que usarem, per tal de que les empreses puguin cercar el perfil idoni que busca. És per això, que serà necessari que l'usuari participant especifiqui amb les paraules idònies i correctes, als textos introduïts en l'apartat del technology profile, i en la selecció de les paraules claus, tan pel que fa a keywords i collaboration sought.

Així doncs, la funcionalitat de l'automatch, serà encreuar les paraules seleccionades i els textos introduïts al perfil tecnològic. Aquesta eina serà de molta utilitat per les empreses participants, que cerquin socis tecnològics per a l'esdeveniment, de manera còmoda i ràpida. Per tan, es farà una cerca automàtica, de perfils que més s'assemblin al de la seva empresa, i de la tecnologia que ofereixen i busquen.

En aquesta secció de la nostra web disposarà d'un dibuix esquemàtic on es podrà visualitzar els perfils que hagi trobat el motor de cerca. A continuació, mostrem un exemple de l'AutoMatch Map:



L'usuari també disposarà del catàleg interactiu, on hi podrà cercar els perfils que més l'interessi, i on totes les empreses registrades i validades hi tindran visibilitat. Per facilitar la cerca, hi ha l'opció de fer una cerca avançada, on podrà introduir les paraules de cerca que

l'interessi, selecció de keywords i del collaboration sought, cerca per país, empresa i/o data de registre.

Una de les altres capacitats funcionals de l'eina, serà la d'organitzar de manera automàtica, els meetings per al Brokerage Event. D'aquesta manera, en el cas que els participants desitgin organitzar un meeting amb una altre empresa, amb les sessions introduïdes pels participants d'ambdues parts, s'encreuaran, i serà possible veure si aquests coincideixen en alguna de les sessions escollides per aquests. Els usuaris es podran comunicar entre ells, amb l'opció d'inserir un comentari visible per l'altre contacte, en el moment que escullin l'opció de mantenir una trobada amb una altre empresa.

Data Export

En aquesta secció de la nostra pàgina web, hi trobarem la informació necessària per a poder fer un seguiment exhaustiu dels nostres usuaris. Els formats dels documents són en PDF i en EXCEL. Així doncs, en aquests documents hi podrem extreure dades de registre dels diferents perfils d' usuaris participants, i informació referent als meetings que es vagin organitzant per a l'esdeveniment.

Aquesta eina només serà visible pels administradors, per a garantir la confidencialitat de les dades personals dels usuaris participants. Els validadors tindran accés a alguns d'aquests documents, on hi podran trobar tota la informació referent a les empreses de la seva regió.

Estadístiques del registre d'empreses

El recompte final de registres, ha estat un total de 579 empreses interessades amb l'esdeveniment organitzat per part d' ACCIÓ CIDEM|COPCA . A continuació es pot veure la quantitat d'empreses registrades per països i regions a nivell estatal:

País/regió	Codi	Número total registres
Catalunya	E2	124
França	FR	91
Espanya	ES	68
Israel	IL	58
Alemanya	DE	43
Finlàndia	FI	32
Portugal	PT	31
Regne Unit	GB	25

Canadà	CA	20
Noruega	NO	17
Suècia	SE	16
Nigèria	NG	9
Estats Units	US	7
Itàlia	IT	5
Nova Zelanda	NZ	4
Estònia	EE	4
Singapur	SG	4
Bèlgica	BE	3
Grècia	GR	3
Panamà	PA	2
República Txeca	CZ	2
Egipte	EG	2
Hondures	HU	2
Taiwan	TW	1
Malta	MT	1
Índia	IN	1
Luxemburg	LU	1
Àustria	AS	1
Dinamarca	DK	1
Holanda	NL	1
Total		579

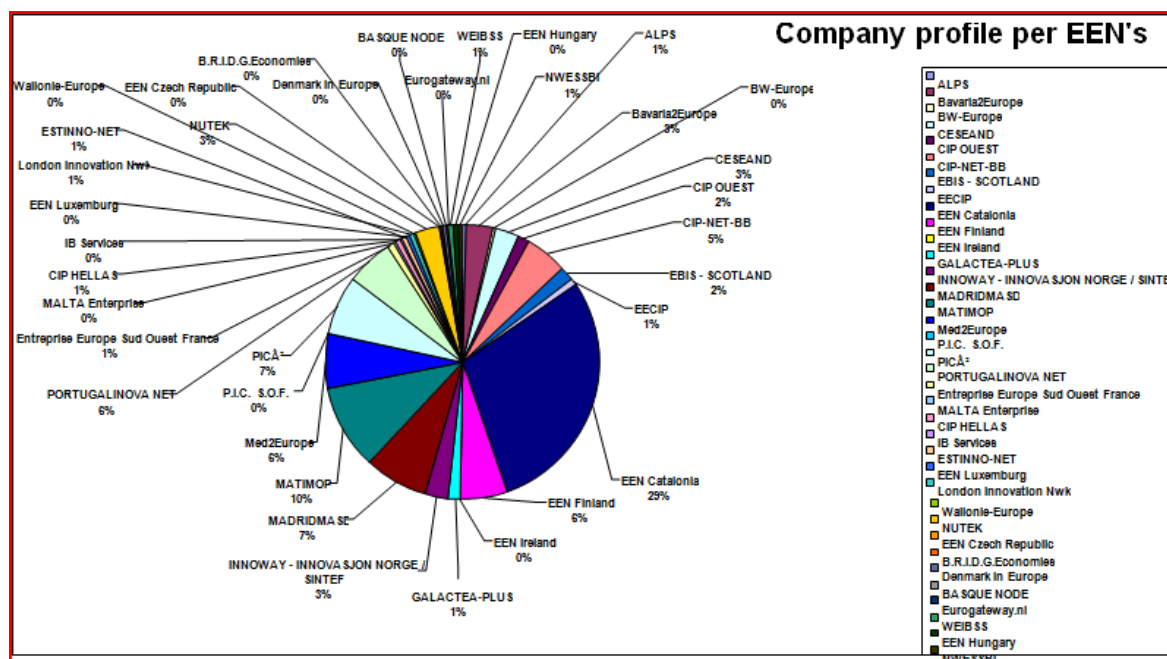
Pel que fa a la distribució d'empreses per EEN's, ho podem visualitzar amb el següent requadre, i gràfic circular amb les diferents seccions:

EEN's	Profiles	%	País
ALPS	4	0,69	Itàlia
Bavaria2Europe	17	2,931	Alemanya
BW-Europe	2	0,345	Alemanya
CESEAND	15	2,586	Andalusia
CIP OUEST	9	1,552	França
CIP-NET-BB	28	4,828	Alemanya
EBIS - SCOTLAND	10	1,724	Escòcia
EECIP	5	0,862	Regne Unit
*EEN Catalonia	169	29,14	Catalunya
EEN Finland	32	5,517	Finlàndia
EEN Ireland	1	0,172	Irlanda
GALACTEA-PLUS	7	1,207	Espanya
INNOWAY - INNOVASJON NORGE / SINTEF	17	2,931	Noruega
MADRIDMASD	43	7,414	Espanya
MATIMOP	57	10	Israel
Med2Europe	37	6,379	França
P.I.C. S.O.F.	1	0,172	França
PICÂ²	39	6,724	França
PORTUGALINOVA NET	33	5,69	Portugal
Entreprise Europe Sud Ouest France	5	0,862	França
MALTA Enterprise	1	0,172	Malta
CIP HELLAS	4	0,69	Grècia
IB Services	1	0,172	Illes Balears
ESTINNO-NET	4	0,69	Estònia
EEN Luxemburg	1	0,172	Luxemburg

London Innovation Nwk	3	0,517	Regne Unit
Wallonie-Europe	2	0,345	Bèlgica
NUTEK	16	2,759	Suècia
EEN Czech Republic	2	0,345	República Txeca
B.R.I.D.G.Economies	1	0,172	Itàlia
Denmark in Europe	1	0,172	Dinamarca
BASQUE NODE	2	0,345	País Basc
Eurogateway.nl	1	0,172	Holanda
WEIBSS	3	0,517	Regne Unit
EEN Hungary	2	0,345	Hongria
NWESSBI	4	0,69	Regne Unit
TOTAL	579	100	

* Cal considerar, que EEN Catalonia inclou empreses d'altres regions sense representació a l'Enterprise Europe Network, és a dir, empreses de fora d' Europa.

La distribució per EEN's, la presentem amb el següent gràfic:



Definició de keywords

Per tal de facilitar el motor de cerca de l'eina match-making, s'introduiran una selecció de Keywords o paraules clau, on es farà referència als camps de la tecnologia en que treballa el participant. Aquesta agrupació de paraules està formada per: Electronics, Microelectronics, Network Security, Data Protection, Storage Technology, Cryptography, Data Security, Database Management , Data Mining, Communications Protocols, Standards, Network Technologies (Wireless, Wi-Fi, Bluetooth), Electronic Commerce, Electronic Payment, Electronic Signature, E-Learning, Digital libraries and content, Signal Processing (speech, sound, image), Satellite Technology/Systems/Positioning/Communication in GPS-Global Positioning System, IT Applications for Health, IT Applications for Transport and Logistics, ICT for Independent Living and Inclusion, GIS Geographical Information Systems, Content Provider, Mobile Entertainment, Mobile Security, Mobile Service Provider, Computer Games, 3D Media.

Definició de collaboration sought

Per tal de facilitar la cerca als usuaris registrats, disposaran d'un conjunt de paraules que faran referència a quin camp del sector de les comunicacions mòbils busquen col·laboració. El grup de paraules està format per les que citem a continuació: Research and development, Technical Co-operation, Joint Venture Agreement, Manufacturing Agreement, Licence Agreement, Commercial Agreement, FP7-ICT Project.

Estadístiques del registre de perfils tecnològics

El nombre total de perfils tecnològics registrats ha estat de 723, dels quals 682 han estat validats, i 42 sense validar. En la següent taula mostrem la distribució corresponent per EEN's:

EEN Catalonia	169
MATIMOP	63
PORTUGALINOVA NET	58
MADRIMASD	55
PIC²	46
EEN Finland	40
Med2Europe	37
CIP-NET-BB	33
Canadà	26
INNOWAY - INNOVASJON NORGE / SINTEF	17
Bavaria2Europe	16
CESEAND	15
NUTEK	15
EBIS - SCOTLAND	13
CIP OUEST	12
EECIP	9
GALACTEA-PLUS	9
KOGI STATE GOVERNMENT-Nigèria	9
Estats Units	7
Singapur	7
ESTINNO-NET	6
ALPS	5

Entreprise Europe Sud Ouest France	5
NWESSBI	5
CIP-Hellas	4
London Innovatn Nwk	4
WEIBSS	4
Nova Zelanda	4
Austràlia	4
Basque Node	3
b2europeHH-SH	2
EEN Czech Republic	2
EEN Hungary	2
Wallonie-Europe	2
Egipte	2
Panamà	2
B.R.I.D.G.E. Economies	1
BENE	1
Denmark in Europe	1
EEN Luxemburg	1
EUROGATEWAY.NL	1
IB Services	1
Malta Enterprise	1
P.I.C. S.O.F.	1
SweNet	1
Índia	1
Taiwan	1

TOTAL	723

Disposició de taules

La quantitat de taules disponibles per a poder realitzar meetings les mostrem en el següent requadre il·lustratiu:

	DILLUNS	DIMARTS	DIMECRES	DIJOUS
10:00 - 10:30			16	16
10:30 - 11:00			16	16
11:00 - 11:30		15	16	16
11:30 - 12:00		15	16	16
12:00 - 12:30	16	15	16	16
12:30 - 13:00	16	15	16	16
13:00 - 13:30	16	15	16	16
13:30 - 14:00	16	15	16	16
14:00 - 14:30				
14:30 - 15:00	16	16	16	
15:00 - 15:30	16	16	16	
15:30 - 16:00	16	16	16	
16:00 - 16:30	16	16	16	
16:30 - 17:00	16	16	16	
17:00 - 17:30	16	16	16	
17:30 - 18:00	16	16	16	
18:00 - 18:30	16	16	16	

A continuació us adjuntem, la quantitat de meetings que es van poder organitzar per a cada sessió, així com el resultat total de meetings a poder organitzar en el nostre estand, depenent de la quantitat de taules disponibles, i suposant que el temps de cada meeting estava limitat a 30 minuts:

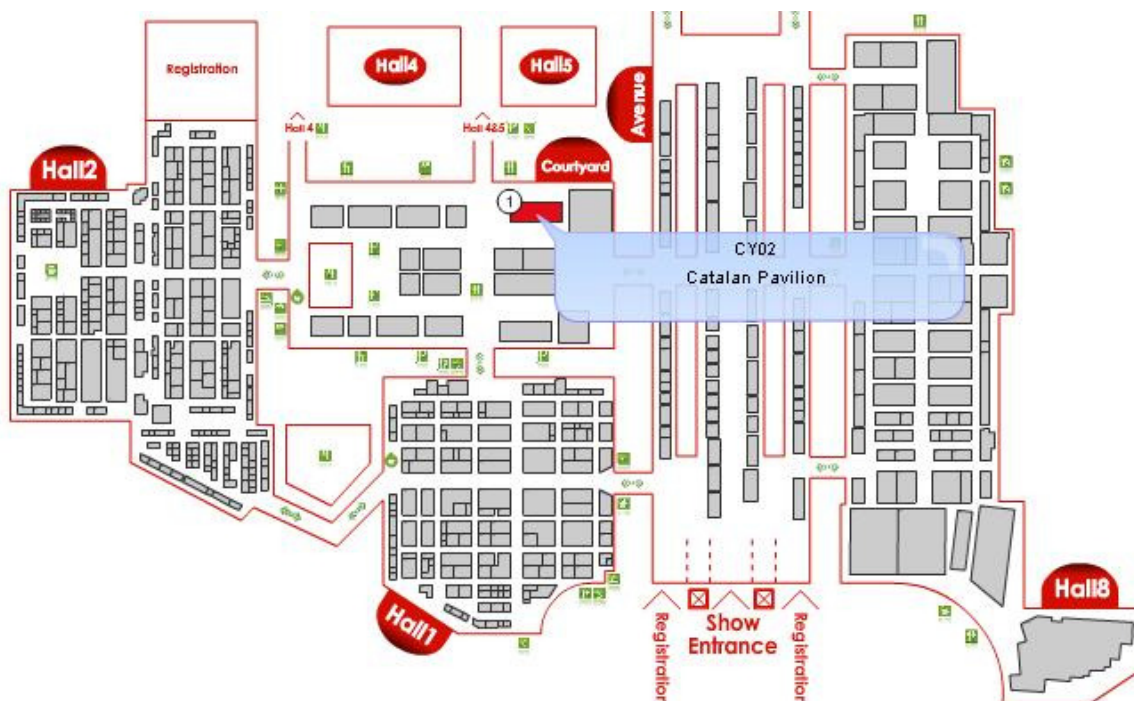
		Horaris	Quantitat d'hores	Quantitat de taules	Número de reunions per a una taula	Número de taules disponibles	Reunions total
Dilluns	matí	12h. a 14h.	2h.	16	2h X 2 reunions/hora=4reunions/taula	16 taules	4 reunions x 16 taules= 64 reunions
	tarda	14:30h a 18:30h.	4h.	16	4h.X 2 reunions/hora=8reunions/taula	16 taules	8 reunions x 16 taules= 128 reunions
Dimarts	matí	11h. a 14h.	3h.	15	3h x 2 reunions/hora= 6reunions/taula	15 taules	6 reunions x 15 taules= 90 reunions
	tarda	14:30h. a 18:30h.	4h.	16	4hx 2 reunions/hora= 8 reunions/taula	16 taules	8 reunions x 16 taules= 128 reunions
Dimecres	matí	10h. a 14h.	4h.	16	4hx 2 reunions/hora= 8 reunions/taula	16 taules	8 reunions x 16 taules= 128 reunions
	tarda	14:30h. a 18:30h.	4h.	16	4hx 2 reunions/hora= 8 reunions/taula	16 taules	8 reunions x 16 taules= 128 reunions
Dijous	matí	10h. a 14h.	4h.	16	4hx 2 reunions/hora= 8 reunions/taula	16 taules	8 reunions x 16 taules= 128 reunions
							794
							TOTAL meetings

Els número total de meetings confirmats i assignats, ha estat d'un total de 1218 reunions bilaterals entre empreses participants al Brokerage Event. Del total, 740 meetings es van organitzar al Pavelló Català, i 478 meetings als estands des les empreses participants corresponents.

Ubicació del Pavelló Català

La ubicació del nostre estand, es trobava situat al Pavelló Català, en l'estand CY02, Hall 3-0 Courtyard, 2n pis. Allà es dugueren a terme la gran majoria de meetings organitzats per al Brokerage Event. Un percentatge elevat de meetings, es van realitzar als diferents estands de les empreses participants, si aquestes en disposaven. La disposició d' estand, oferia

major comoditat a l'empresa corresponent, i tenia l'avantatge de poder mostrar la tecnologia que aquesta oferia, al seu propi estand.



Activitats de seguiment

Per tal de fer-ne una valoració global de l'esdeveniment celebrat aquest any, en el marc de la trobada empresarial realitzada al MWC'09, s'han realitzat unes enquestes relacionades amb l'esdeveniment, i s'han fet arribar a cada participant. Aquests podien respondre l'enquesta a través de la nostra eina, des de la secció Personal questionnaire, o adjuntant les seves respostes en una plantilla d'aquesta enquesta, i enviant-la al nostre correu electrònic.

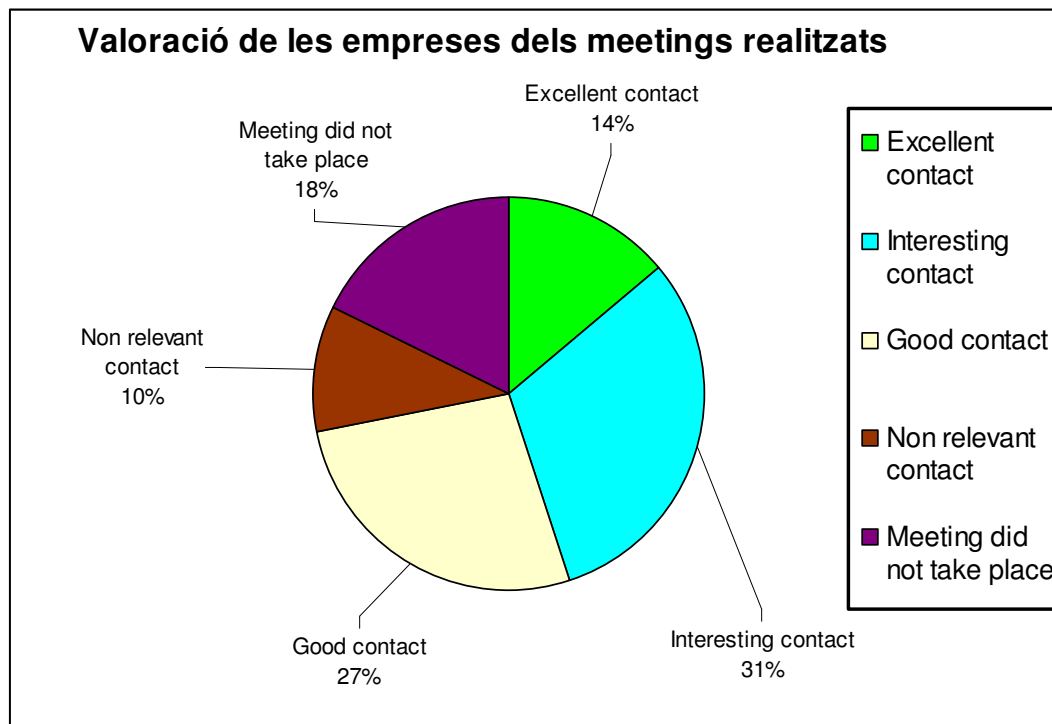
Cal esmentar, que per tal de rebre un major nombre d'enquestes s'ha insistit en tot moment, la necessitat de la recepció de les respostes de l'enquesta enviada. Així doncs, s'ha fet un seguiment tan per via telefònica, com per correu electrònic.

L'enquesta enviada constava de 8 preguntes, i en alguna d'elles es demanava puntuar-les segons els criteris indicats. Les preguntes que conformen l'enquesta són les següents:

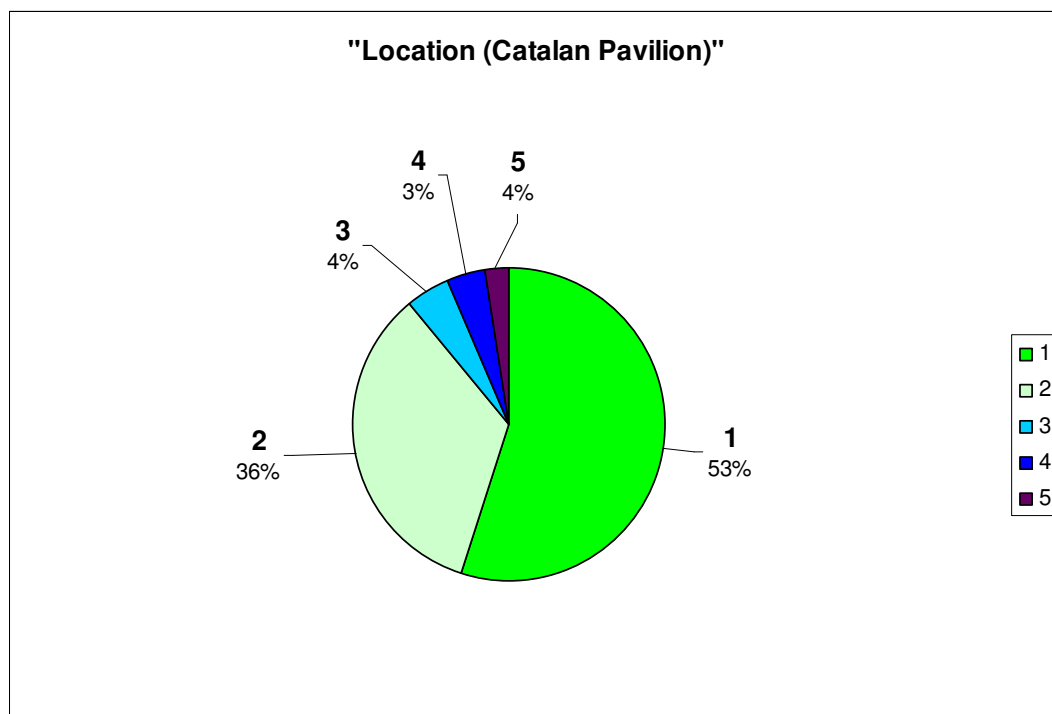
- Meetings: En aquest apartat, els participants havien de notificar de les reunions que havien mantingut, i en podien fer una valoració per a cada un d'aquests meetings, i puntuar-la de l'1 al 5(a,b,c,d,e), és a dir de més alt a més baix, d'acord amb la seva valoració. El significat de cada valor de la puntuació, s'expressava de la següent manera:
 - A – Excellent contact, future collaboration expected.
 - B – Interesting contact, non-immediate collaboration but highly potential.
 - C – Good contact, future exchange of information possible.
 - D – Non relevant contact.
 - E – Meeting did not take place
- General organisation of the event: En aquest apartat, s'havia de fer una valoració de 7 aspectes relacionats amb l'organització de l'esdeveniment:
 - Sessions 30 min.(10:00 h. A 18:00 h.) : Es demanava una valoració de la durada de les sessions, el qual constaven de 30 minuts.
 - Location (Catalan Pavilion) : Es demanava la valoració de la localització de l'estand de l'organització, i on s'hi mantenia la major part de les reunions organitzades per l'EEN Catalonia. Aquest es trobava situat al Pavelló Català, en l'estand CY02, Hall 3-0 Courtyard, 2n pis.
 - Location (Stand of exhibitor): Aquesta pregunta feia referència a les reunions mantingudes fora del Pavelló Català, és a dir, a les que s'havien realitzat als estands de les empreses participants al Brokerage Event.
 - Web navigation: Es demanava una valoració de la nostra pàgina web, on cada participant hi podia accedir, per tal de visualitzar els perfils tecnològics introduïts per totes les empreses registrades i validades, i per fer-ne ús per a poder cercar socis tecnològics, i sol·licitar meetings a les empreses participants. L'accés a la pàgina web és: www.een.cat/mobile-brokerage.
 - Catalogue of profiles: Es demanava una valoració del catàleg de tots els perfils tecnològics introduïts per les empreses participants. Aquest catàleg es podia adquirir de manera gratuïta, o consultar als nostre stand durant la realització de l'esdeveniment. El catàleg es podia trobar en edició de llibre, i en cd-rom. També es pot consultar, des de la nostra pàgina web, en la secció del catàleg de perfils tecnològics.

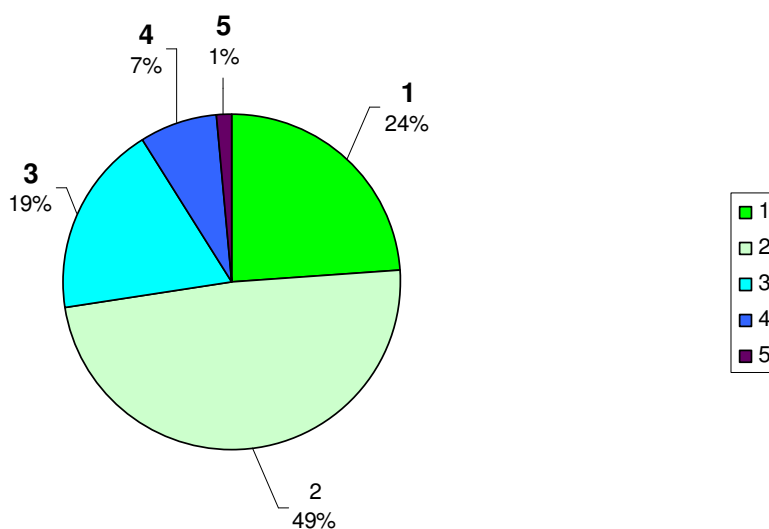
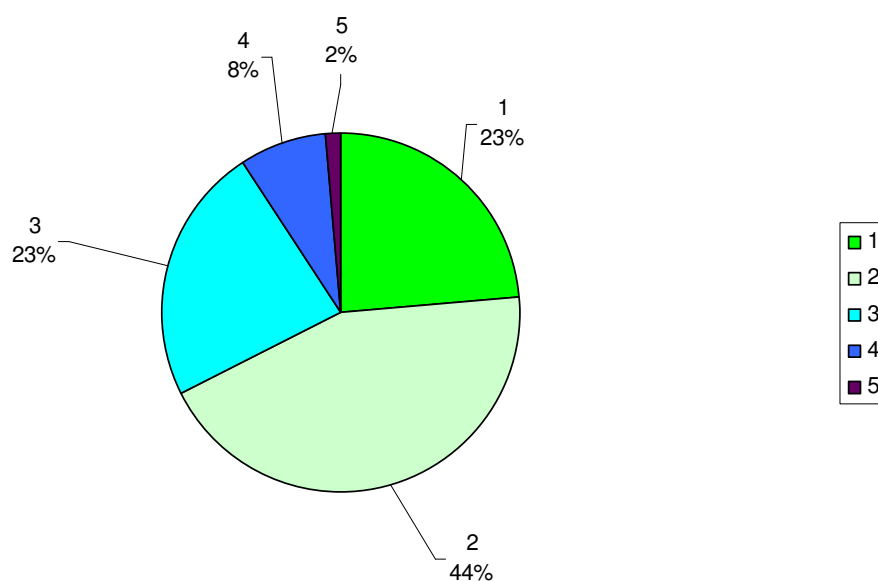
- Planning of meetings: Es demanava una valoració de la planificació dels meetings que es varen donar a terme, en les quatre jornades del Brokerage Event.
- EEN Staff assistance: En aquesta pregunta es demanava la valoració del tracte rebut per part de l'organització del corresponent EEN, durant tot el procés de seguiment, des de l' inici en que l'empresa es registra, fins als dies posteriors a la celebració de les trobades empresarials.
- Have you ever participated on an event organized by the EEN network: Es consultava si el participant havia participat en algun altre event organitzat per l'EEN, Enterprise Europe Network. Havia de respondre de manera afirmativa o negativa.
- Would you like to be notified about future events organized by the EEN network: Es consultava al participant, si desitjava rebre informació de futurs events organitzats per l'EEN. La resposta podia ser afirmativa o negativa.
- Are you expecting to participate on the next edition of the MWC 2010: Es consultava al participant, si estava interessat en participar en la següent edició del Mobile World Congress que es celebrarà al 2010 a Barcelona. La resposta podia ser afirmativa o negativa.
- Are you participating on other events, and which ones: Es demanava que l'usuari ens respongués si actualment estava inscrit a participar en d'altres events similars, o en trobades empresarials. Es tenia l'opció de posar l'event que estava participant, si n'era el cas.
- Would you be interested in sharing your experience of the MWC 2009: Es demanava al participant si estava interessat en compartir la seva experiència al Mobile World Congress 2009. Es donava l'opció de respondre de manera afirmativa o negativa.
- Suggestions: En aquest apartat es donava l'opció d'afegir qualsevol suggerència, relacionada amb l'event i l'EEN.

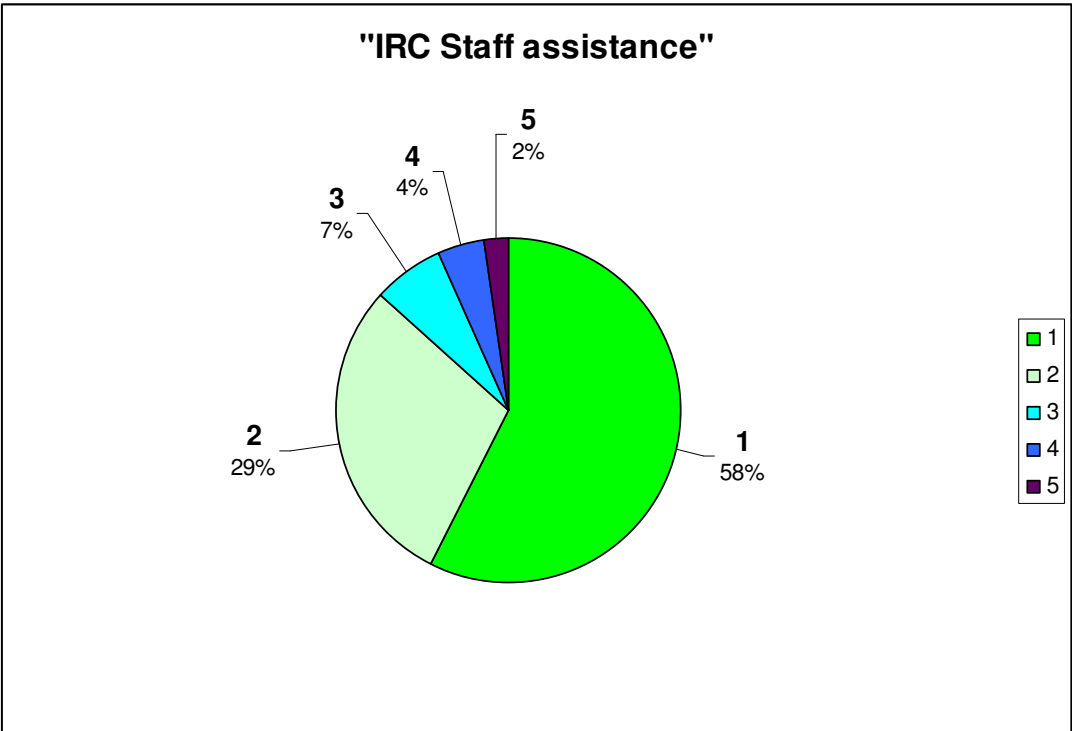
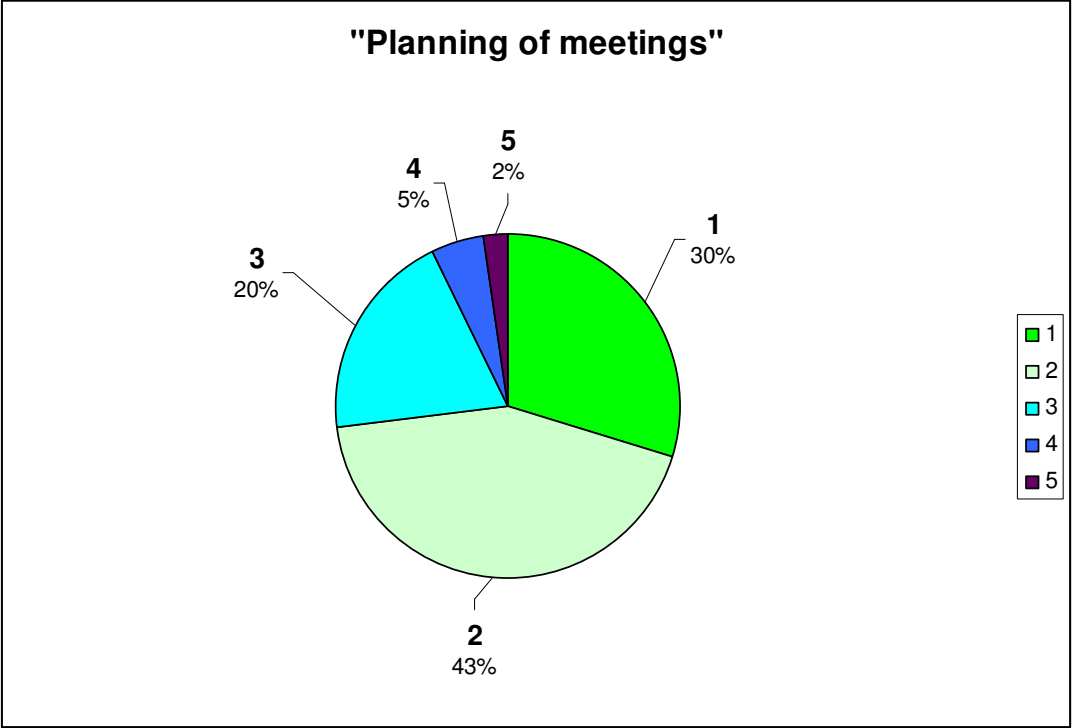
Es presenten aquí alguns dels resultats de l'edició del 2009:



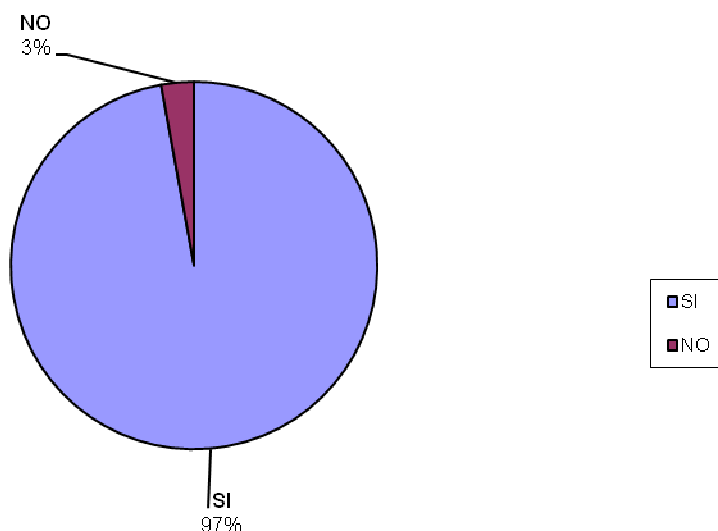
Crítéri puntuació: 1 (Excellent) – 5 (Pobre)



"Catalogue of profiles"**"Web navigation"**



"Are you expecting to participate on the next edition of the MWC 2009?"



Retalls de premsa

 Generalitat de Catalunya
www.gencat.cat

Març 2009

Butlletí 16

Notícies DIUE

Butlletí intern del Departament



ACCÍÓ organitza 1.000 entrevistes en el marc del Mobile World Congress per fomentar la transferència tecnològica internacional

Més 400 empreses d'arreu del món han participat en les trobades organitzades per ACCÍÓ amb motiu del **Mobile World Congress**. En total, s'han realitzat prop de 1.000 entrevistes entre oferents i demandants de tecnologia, amb l'objectiu d'iniciar contactes per

futurs acords de col·laboració. El 20% de les empreses participants han estat catalanes, mentre que la resta procedeixen de diferents regions d'Europa, el Canadà o l'Índia.

AVUI+

Dimarts,
31 de març del
2009

Opinió Política Món Economia Diàleg Societat Barcelona Cultura i Espectacles People Esports

Economia



El Cidem ajuda 400 empreses al congrés de telefonia mòbil

| El Centre d'Innovació i Desenvolupament Empresarial ha organitzat 900 entrevistes durant el Mobile World Congress | Les companyies catalanes valoren positivament el congrés

REDACCIÓ



ACC1Ó va organitzar 1.000 entrevistes en el marc del Mobile World Congress

Abel Sierra // ACN // 20.02.2009 // 17.25 h ■ Ref. 477066 // 0 caràcters

Barcelona (ACN).- L'agència catalana ACC1Ó, adscrita al Departament d'Innovació, Universitats i Empresa, ha organitzat en el marc del Mobile World Congress prop de 1.000 trobades tecnològiques entre 400 empreses d'arreu del món amb l'objectiu d'impulsar acords de transferència tecnològica a nivell internacional. Entre les empreses participants, ha destacat la presència catalana amb un 20% de participants, que s'han sumat a empreses d'arreu d'Europa i del món (Canadà, Finlàndia, França, Alemanya, Grècia, Índia, Itàlia, Malta, Nova Zelanda, Noruega, Portugal, i Regne Unit)

3. El programa d'intercanvi STEP Students

STEP SHELL PROGRAM (GENERAL)

Aquest any 2006 es el vintè que funciona el programa STEP (l'escola de negoci de la Universitat de Durham va ser la primera en acollir-lo), patrocinat per Shell Petroleum, havent ajudat a estudiants universitaris a treballar en 20.000 projectes com a inici de la carrera professional d'aquests. Inicialment establert com a un programa d'inversió social, el seu objectiu era donar la oportunitat a la gent jove de treballar en PIMEs. D'aquesta manera, a través de deixar als estudiants guanyar experiència sobre el sector PIME, les empreses que els acollien també es beneficien dels seus coneixements específics (l'any 2000 un 55% de les companyies involucrades declaraven haver tingut un benefici de més de 2.000£, mentre que un 8% asseguraven que el benefici aportat per l'estudiant a l'empresa era de més de 20.000£). La vessant internacional d'aquest programa la va iniciar la Cambridgeshire STEP agency, situada al St. John's Innovation Centre, i ja porta set anys funcionant. Avui en dia aquest programa ja està recolzat per alguns cossos i departaments del govern. Com a dada, comentar que STEP consta d'unes 65 oficines arreu del Regne Unit, i que demanen formar part d'aquest programa uns sis mil estudiants cada any, dels quals a uns mil cinc-cents se'ls hi atorga.

Com funciona el programa STEP

El East of England IRC (EEIRC), que està situat al St. John's Innovation Centre, a Cambridge, cerca anualment altres Innovation Relay Centres (IRCs) del continent Europeu, interessats en cooperar per augmentar el flux de transferència tecnològica i les oportunitats d'acords comercials entre organitzacions de les seves respectives regions.

Part del finançament d'aquest programa s'aconsegueix a través del Shell Technology Enterprise Programme (STEP) que ajuda a cobrir els costos de desplaçament, juntament amb l'East of England Innovation Relay Centre, la East of England Development Agency i Cambridgeshire Business Services. El St. John's Innovation Centre (SJIC) que porta l'agència local del STEP, assisteix l'EEIRC a gestionar el programa i aporta assessorament i suport especialitzat.

Alumnes de segon o penúltim any, que posseeixen l'idioma apropiat pel desplaçament o els coneixements tecnològics necessaris són seleccionats per l'EEIRC/SJIC per a formar part d'aquests STEP International Projects. Aquests projectes duren normalment unes vuit setmanes, i solen dur-se a terme entre principis de juliol i finals de setembre. Un IRC europeu o una organització adequada capaç de donar suport a l'estudiant, i que vulgui acollir un estudiant, rep una còpia del CV de l'estudiant i si els seus coneixements

compleixen els requeriments de l'IRC, el SJIC es redacta un contracte a signar per les dues parts.

En l'inici de l'estada, l'estudiant dedica normalment una setmana a l'EEIRC a Cambridge aprenent les tasques dels Innovation Relay Centres, les ofertes i demandes tecnològiques locals de la regió de l'est d'Anglaterra. Durant els seu aprenentatge cerquen tant per pàgines web, com visiten persones de negocis claus en la zona, així com companyies que busquin explotar les seves tecnologies.

L'estudiant s'està cinc o sis setmanes a Europa, en l'IRC local que li facilitarà taula, telèfon, ordinador i accés a internet. L'IRC també ha d'aportar un mentor que s'asseguri de minimitzar els problemes i ajudi a l'estudiant a trobar allotjament per l'estada. Durant la seva estada a l'estranger els estudiants busquen matches per a les ofertes o demandes amb les que han treballar a UK i també per a noves tecnologies de la regió destí que puguin interessar a companyies de la regió est d'Anglaterra.

L'última setmana de tornada a Cambridge, s'avaluen els resultats de la cerca i s'elabora un breu i concís document per a ambdós IRCs. Després d'això els IRCs es comprometen a seguir les negociacions o contactes oberts durant l'estada, procés que pot arribar a durar fins a dotze mesos.

Beneficis i costos

A través dels estudiants, el funcionament d'aquest programa permet als IRCs i organismes de la regió East of England conèixer més sobre altres regions europees i oportunitats comercials pel continent. Els estudiants també tenen temps d'investigar mercats, tecnologies i entendre més sobre alguns dels possibles problemes en el destí, com per exemple les diferències culturals, les costums locals, etc.

Als estudiants se'ls paga un màxim de 180£ (260€) setmanals durant les vuit setmanes, finançat per patrocinadors locals, STEP/SJI i l'East of England Innovation Relay Centre a Cambridge.

Els IRCs participants s'han de comprometre a assegurar i pagar a l'estudiant l'allotjament, facilitar-li un espai en l'oficina, telèfon, ordinador amb accés a internet i un mentor. Transports, etc. són coberts per l'EEIRC/SJIC.

Resum

Des de que el programa va començar l'any 1999, 45 estudiants han visitat 18 països diferents del continent i s'ha aconseguit un cert nombre d'acords com a resultat directe de la seva tasca. El primer any es va signar un acord als tres mesos de l'estada d'un dels

estudiants a Suècia i des de llavors, IRCs d'Irlanda, Noruega i Alemanya han aconseguit acords utilitzant aquest mètode de cerca de col·laboracions de transferència tecnològica.

Els estudiants han ajudat també en tasques de traducció per a ofertes i demandes tecnològiques, fent presentacions a Conferències, organitzant trobades de col·laboració i fins i tot duent a terme 'technology audits' per a l'IRC de la seva regió. Al final de cada estada, cada estudiant prepara un informe per als IRCs en paper i en format electrònic.

En el seguiment de les estades dels estudiants, els links entre els IRCs participants milloren considerablement i sempre resulta més fàcil entendre les seves respectives oportunitats tecnològiques. En alguns casos, aquestes estades han portat, posteriorment, a intercanvis de personal entre els dos IRCs.

El nombre de contactes que obren els estudiants per any, incrementa de manera important les possibilitats de tancar acords de transferència tecnològica i s'ha provat que és econòmicament efectiu pels IRCs del Regne Unit i per als IRCs europeus que entren en aquest programa. A més, alguns dels estudiants, quan es graduïn, podran difondre els seus coneixements de la xarxa i de les tasques que aquesta fa arreu d'Europa.

Exemple de part del training que poden rebre els estudiants la primera setmana a Cambridge.

Monday 18th			
9.30 – 10.00	Introduction to business	Dave Reynolds	SJIC
10.00 – 10.45	General Intro/	Ruth Puddick	SJIC
10.45 – 11.00			
11.00 – 12.30	IRC overview Introduction to intranet etc	Andrew Goldsbrough	SJIC
12.30 – 13.30	Lunch		
13.30 – 14.00	Contact host IRCs		IRC office/Project office
14.00 – 15.00	TO/TR from Norfolk &	Kate Duggan	SJIC

	Suffolk		
15.00 – 16.00	The Innovation Process	Alex Smeets	SJIC
16.00 – 16.15	Meet SJIC MD	Walter Herriot	WJH Office
16.15	Photo session	Andrew Goldsbrough	
16.30 - close	Intranet practice	IRC team	SJIC
Tuesday 19th			
9.30 – 10.45	Misc – to be discussed		
11.00 – 12.30	Technology Visit	Professor Leggo	Department of Earth Sciences, Cambridge University
12.30 – 13.30	Lunch		
14.00 – 15.15	TO/TR – Cambs/Beds	Dave Reynolds	SJIC
15.15 – 15.45	Reporting	Andrew Goldsbrough	SJIC
15.45 – 16.45	TO/TR from Estonia	Hendrik Pavel	SJIC
Wednesday 20th			
9.30 prompt	Drive to Zettlex	Mark Howard	
13.00 prompt	Drive to ETB	Dennis Hodgins	
Thursday 21st			
9.30 – 10.30	UKTI	David Earp	Restaurant
10.30 – 3.30	Prepare TO/TR packs	IRC team	

	Intranet practice		
	Q & A		

Dave Reynolds, Hendrik Pavel I Kate Dugan – Assessors tecnològics EEIRC

Andrew Goldsbrough – Manager EEIRC

Ruth Puddick – Manager Cambridgeshire STEP agency

Alex Smeets – Ex EEIRC, ara manager de programes europeus

Punts que reben els estudiants

Checklist

- Recorda el nostre objectiu. Existim per ajudar companyies client a trobar socis tecnològics adequats a Europa i viceversa. El que fem és només part d'un procés
- Recorda que trobar socis tecnològics es una combinació d'art, experiència, sort i treball. Una vegada trobat el soci, el procés pot durar entre sis mesos i dos anys, així que gaudeix de la teva estada. Treballa dur i diverteix-te.
- Recorda que els STEP students han donat realment un valor afegit els últims quatre anys. Han estat involucrats com a mínim en els últims sis acords TTT. Afegeix-t'hi tu aquest any!
- Recorda, si no entens quelcom, pregunta.

Accions

1. Informa't del IRC que t'acull. Fes contactes i acorda els teus horaris i tasques. Entén la seva estructura i geografia.
2. Investiga i aprofundeix sobre les TOs (ofertes tecnològiques) i TRs (demandes tecnològiques) de l'IRC que t'acull.
3. Investiga i aprofundeix sobre les TOs i TRs 'clau' de l'East of England IRC (EEIRC). Prova buscar 'matches' tant quan siguis a Cambridge com al IRC destí.
4. Elabora un llibret de les TOs/TRs clau de l'EEIRC; un per a l'IRC que us acull i un altre per a vosaltres.
5. Apreneu com la BBS (Bulletin Board System) funciona i com utilitzar-la eficaçment.

6. Tria una TO/TR de l'IRC destí i intenta trobar un soci a l'est d'Anglaterra.
7. Repeteix l'exercici amb una TO/TR de l'est d'Anglaterra i prova de trobar un soci a la regió destí.

4. Keywords

List of Technology Keywords

The Technology sectors are structured in:

11 main sectors

1. ELECTRONICS, IT AND TELECOMMS
2. INDUSTRIAL MANUFACTURING, MATERIAL AND TRANSPORT TECHNOLOGIES
3. OTHER INDUSTRIAL TECHNOLOGIES
4. ENERGY
5. PHYSICAL AND EXACT SCIENCES
6. BIOLOGICAL SCIENCES
7. AGRICULTURE AND MARINE RESOURCES
8. AGROFOOD INDUSTRY
9. MEASUREMENTS AND STANDARDS
10. PROTECTING MAN AND ENVIRONMENT
11. SOCIAL AND ECONOMICS CONCERNS

80 Sub sectors (Level 2)

328 Specific branches (Level 3)

1. *ELECTRONICS, IT AND TELECOMMS*
 - 1.1. *Electronics, Microelectronics*
 - 1.1.1. *Automation, Robotics Control Systems*
 - 1.1.2. *Digital Systems, Digital Representation*
 - 1.1.3. *Electronic circuits, components and equipment*
 - 1.1.4. *Electronic engineering*
 - 1.1.5. *Embedded Systems and Real Time Systems*
 - 1.1.6. *High Frequency Technology, Microwaves*
 - 1.1.7. *Magnetic and superconductive materials/devices*
 - 1.1.8. *Microengineering*
 - 1.1.9. *Micromachining*
 - 1.1.10. *Nanotechnologies related to electronics and microelectronics*

- 1.1.11. *Optical Networks and Systems*
- 1.1.12. *Peripherals Technologies (Mass Data Storage, Display Technologies)
related to electronics and microelectronics*
- 1.1.13. *Printed circuits and integrated circuits*
- 1.1.14. *Quantum Informatics*
- 1.1.15. *Semiconductors*
- 1.1.16. *Smart cards and access systems*
- 1.1.17. *Environmental and Biometrics Sensors, Actuators*
- 1.2. *Information Processing, Information System, Workflow Management*
 - 1.2.1. *Advanced Systems Architecture*
 - 1.2.2. *Archivistics/Documentation/Technical Documentation*
 - 1.2.3. *Artificial Intelligence (AI)*
 - 1.2.4. *Computer Games*
 - 1.2.5. *Computer Hardware*
 - 1.2.6. *Computer Software*
 - 1.2.7. *Computer Technology/Graphics, Meta Computing*
 - 1.2.8. *Data Processing / Data Interchange, Middleware*
 - 1.2.9. *Data Protection, Storage Technology, Cryptography, Data Security*
 - 1.2.10. *Databases, Database Management, Data Mining*
 - 1.2.11. *Electronic Commerce, Electronic Payment*
 - 1.2.12. *Imaging, Image Processing, Pattern Recognition*
 - 1.2.13. *Information Technology/Informatics*
 - 1.2.14. *Internet Technologies/Communication (Wireless, Wi-Fi, Bluetooth)*
 - 1.2.15. *Knowledge Management, Process Management*
 - 1.2.16. *Simulation*
 - 1.2.17. *Speech Processing/Technology*
 - 1.2.18. *User Interfaces, Usability*
 - 1.2.19. *Electronic Signature*
 - 1.2.20. *Building Automation Software*
 - 1.2.21. *Remote Control*
 - 1.2.22. *Smart Appliances*
- 1.3. *IT and Telematics Applications*
 - 1.3.1. *Applications for Health*
 - 1.3.2. *Applications for Tourism*

- 1.3.3. *Applications for Transport and Logistics*
- 1.3.4. *ASP Application Service Providing*
- 1.3.5. *e-Government*
- 1.3.6. *Environment Management Systems & Documental Management Systems*
- 1.3.7. *GIS Geographical Information Systems*
- 1.3.8. *CRM - Customer relationship Management*
- 1.3.9. *Quality Management System*
- 1.3.10. *Maintenance Management System*
- 1.3.11. *Operation Planning and Scheduler System*
- 1.3.12. *Didactic System*
- 1.3.13. *ICM - Internet Content Management*
- 1.3.14. *Analysis Risk Management*
- 1.3.15. *Work Hygiene and Safety Management*
- 1.4. *Multimedia*
 - 1.4.1. *Cultural Heritage*
 - 1.4.2. *E-Learning*
 - 1.4.3. *E-Publishing, Digital Content*
 - 1.4.4. *Human Language Technologies*
 - 1.4.5. *Information Filtering, Semantics, Statistics*
 - 1.4.6. *Visualisation, Virtual Reality*
- 1.5. *Telecommunications, Networking*
 - 1.5.1. *Audiovisual Equipment and Communication*
 - 1.5.2. *Broadband Technologies*
 - 1.5.3. *Mobile Communications*
 - 1.5.4. *Narrow Band Technologies*
 - 1.5.5. *Network Technology, Network Security*
 - 1.5.6. *Radar*
 - 1.5.7. *Research Networking, GRID*
 - 1.5.8. *Satellite Technology/Systems/Positioning/ Communication in GPS - Global Positioning System*
 - 1.5.9. *Signal Processing*
 - 1.5.10. *Hi-Fi*
 - 1.5.11. *Description to Sound and Music Computing*
 - 1.5.12. *Description Image/Video Computing*

1.5.13. *Communications Protocols, Interoperability*

1.5.14. *Residential Gateway*

2. INDUSTRIAL MANUFACTURING, MATERIAL AND TRANSPORT TECHNOLOGIES

2.1. *Design and Modelling / Prototypes*

2.2. *Industrial Manufacture*

2.2.1. *Cleaning (sand blasting brushing)*

2.2.2. *Coatings*

2.2.3. *Drying*

2.2.4. *Erosion, Removal (spark erosion, flame cutting, laser/plasma cutting, electrochemical erosion, waterjet cutting)*

2.2.5. *Forming (rolling, forging, pressing, drawing)*

2.2.6. *Hardening, heat treatment*

2.2.7. *Joining techniques (riveting, screw driving, gluing)*

2.2.8. *Jointing (soldering, welding, sticking)*

2.2.9. *Machine Tools*

2.2.10. *Machining (turning, drilling, moulding, milling, planning, cutting)*

2.2.11. *Machining, fine (grinding, lapping)*

2.2.12. *Mixing (powder, etc.), separation (sorting, filtering)*

2.2.13. *Moulding, injection moulding, extrusion, sintering*

2.2.14. *Surface treatment (painting, galvano, polishing, CVD, PVD)*

2.3. *Process control and logistics*

2.4. *Plant Design and Maintenance*

2.5. *Packaging / Handling*

2.5.1. *Foil, fils*

2.5.2. *Laminate*

2.5.3. *Packaging for machines*

2.5.4. *Packaging for materials*

2.5.5. *Plastic bags*

2.6. *Construction Technology*

2.6.1. *Building Materials, Components and Methods*

2.6.2. *Civil engineering*

2.6.3. *Construction Equipment*

2.6.4. *Fire Resistance/Safety*

- 2.6.5. *Mechanical Engineering, Hydraulics, Vibration and Acoustic Engineering related to construction technology*
- 2.6.6. *Pipeline Technology*
- 2.6.7. *Pulp Technology related to construction technology*
- 2.6.8. *Sensory/Multisensory Technology, Instrumentation related to construction technology*
- 2.6.9. *Simulation, Simulation Engineering*
- 2.6.10. *Sound Insulation*
- 2.6.11. *Vacuum / High Vacuum Technology*
- 2.6.12. *Gas Safety*
- 2.6.13. *Security*
- 2.7. *Materials Technology*
 - 2.7.1. *Adhesives*
 - 2.7.2. *Building materials*
 - 2.7.3. *Ceramic Materials and Powders*
 - 2.7.4. *Colours and varnish*
 - 2.7.5. *Composite materials*
 - 2.7.6. *Fine Chemicals, Dyes and Inks*
 - 2.7.7. *Glass*
 - 2.7.8. *Iron and Steel, Steelworks*
 - 2.7.9. *Materials Handling Technology (solids, fluids, gases)*
 - 2.7.10. *Metals and Alloys*
 - 2.7.11. *Non-ferrous Metals*
 - 2.7.12. *Optical Materials*
 - 2.7.13. *Paper technology*
 - 2.7.14. *Plastics, Polymers*
 - 2.7.15. *Properties of Materials, Corrosion/Degradation*
 - 2.7.16. *Rubber*
 - 2.7.17. *Stone*
 - 2.7.18. *Advanced Textile Materials*
- 2.8. *Transport Infrastructure*
 - 2.8.1. *Air Transport*
 - 2.8.2. *Intermodal Transport*
 - 2.8.3. *Logistics*

- 2.8.4. *Railway Transport*
- 2.8.5. *Road Transport*
- 2.8.6. *Traffic Engineering / Control Systems*
- 2.8.7. *Transshipment Systems*
- 2.8.8. *Water Transport*
- 2.9. *Transport and Shipping Technologies*
 - 2.9.1. *Design of Vehicles*
 - 2.9.2. *Hybrid and Electric Vehicles*
 - 2.9.3. *Railway Vehicles*
 - 2.9.4. *Road Vehicles*
 - 2.9.5. *Shipbuilding*
 - 2.9.6. *Traction/Propulsion Systems*
- 2.10. *Aerospace Technology*
 - 2.10.1. *Aeronautical technology / Avionics*
 - 2.10.2. *Aircraft*
 - 2.10.3. *Helicopter*
 - 2.10.4. *Satellite Navigation Systems*
 - 2.10.5. *Space Exploration and Technology*
- 3. *OTHER INDUSTRIAL TECHNOLOGIES*
 - 3.1. *Other Industrial Technologies*
 - 3.1.1. *Cleaning Technology*
 - 3.2. *Process Plant Engineering*
 - 3.3. *Apparatus Engineering*
 - 3.4. *Chemical Technology and Engineering*
 - 3.4.1. *Agro chemicals*
 - 3.4.2. *Anorganic Substances*
 - 3.4.3. *Colours, dyes related to Chemical Technology and engineering*
 - 3.4.4. *Electrical Engineering and Technology / Electrical Equipment*
 - 3.4.5. *Man made fibres*
 - 3.4.6. *Organic Substances*
 - 3.4.7. *Pharmaceutics*
 - 3.4.8. *Plastics and Rubber related to Chemical Technology and engineering*
 - 3.4.9. *Soaps, detergents*
 - 3.4.10. *Special chemicals, intermediates*

- 3.4.11. *Care, Hygiene, Beauty*
- 3.5. *Textiles Technology*
 - 3.5.1. *Component adhesives for strengthening of seam*
 - 3.5.2. *Dry filling related to Textiles Technology*
 - 3.5.3. *Dyeing related to Textiles Technology*
 - 3.5.4. *Finisher related to Textiles Technology*
 - 3.5.5. *Non weaving related to Textiles Technology*
 - 3.5.6. *Solvent based glues for strengthening of edges and seam*
 - 3.5.7. *Thermoplastic textile fibres*
 - 3.5.8. *Weaving related to Textiles Technology*
 - 3.5.9. *Woven technical textiles for industrial applications*
- 3.6. *Footwear / Leather Technology*
 - 3.6.1. *Dry filling related to Footwear / Leather Technology*
 - 3.6.2. *Dyes related to Footwear / Leather Technology*
 - 3.6.3. *Tanned leather process related to Footwear / Leather Technology*
- 3.7. *Sound Engineering/Technology*
- 3.8. *Mining Technologies*
- 3.9. *Printing*
 - 3.9.1. *Flexography*
 - 3.9.2. *Printed Reel Material*
- 3.10. *Household Goods & Appliances*
- 4. *ENERGY*
 - 4.1. *Energy Storage and Transport*
 - 4.1.1. *Heat storage*
 - 4.1.2. *Heat transport and supply, district heating*
 - 4.1.3. *Storage of electricity, batteries*
 - 4.1.4. *Transmission of electricity*
 - 4.1.5. *Transport and storage of gas and liquid fuels*
 - 4.1.6. *Transport and storage of hydrogen*
 - 4.2. *Energy production, transmission and conversion*
 - 4.2.1. *Fuel cell, hydrogen production*
 - 4.2.2. *Fuel liquefaction, gasification*
 - 4.2.3. *Furnace technology, construction of heating boilers*
 - 4.2.4. *Generators, electric engines and power converters*

- 4.2.5. *Heat exchangers*
- 4.2.6. *Heat pump, cooling technologies*
- 4.2.7. *Heating, ventilation*
- 4.2.8. *Turbines, fluid machinery, reciprocating engines, combined heat and power*
- 4.3. *Fossil Energy Sources*
 - 4.3.1. *Coal and Hydrocarbons*
 - 4.3.2. *Gaseous fossil fuel*
 - 4.3.3. *Solid fossil fuel*
 - 4.3.4. *Liquid fossil fuel*
- 4.4. *Nuclear Fission / Nuclear Fusion*
- 4.5. *Renewable Sources of Energy*
 - 4.5.1. *Gaseous biomass*
 - 4.5.2. *Geothermal Energy*
 - 4.5.3. *Hydropower*
 - 4.5.4. *Liquid biomass*
 - 4.5.5. *Photovoltaics*
 - 4.5.6. *Solar/Thermal energy*
 - 4.5.7. *Solid biomass*
 - 4.5.8. *Unconventional and Alternative Energies*
 - 4.5.9. *Waste incineration*
 - 4.5.10. *Wind energy*
- 4.6. *Rational use of energy*
 - 4.6.1. *Energy management*
 - 4.6.2. *Lighting, illumination*
 - 4.6.3. *Process optimisation, waste heat utilisation*
 - 4.6.4. *Thermal insulation, energy efficiency in buildings*
- 4.7. *Other Energy Topics*
 - 4.7.1. *Combustion, Flames*
 - 4.7.2. *Fuel Technology*
- 5. *PHYSICAL AND EXACT SCIENCES*
 - 5.1. *Astronomy*
 - 5.2. *Chemistry*
 - 5.2.1. *Analytical Chemistry*
 - 5.2.2. *Computational Chemistry and Modelling*

- 5.2.3. *Inorganic Chemistry*
- 5.2.4. *Organic Chemistry*
- 5.2.5. *Petrochemistry, Petroleum Engineering*
- 5.3. *Earth Sciences*
 - 5.3.1. *Geology, Geological Engineering, Geotechnics*
 - 5.3.2. *Oceanography*
 - 5.3.3. *Tectonics, Seismology*
- 5.4. *Mathematics, Statistics*
 - 5.4.1. *Algorithms and Complexity*
 - 5.4.2. *Mathematical modelling*
 - 5.4.3. *Statistical Analysis*
- 5.5. *Meteorology / Climatology*
 - 5.5.1. *Biosensor*
 - 5.5.2. *Moisture sensors*
 - 5.5.3. *Temperature monitoring*
- 5.6. *Physics*
 - 5.6.1. *Acoustics*
 - 5.6.2. *Astrophysics / Cosmology*
 - 5.6.3. *Laser Technology*
 - 5.6.4. *Nuclear Physics*
 - 5.6.5. *Physics of Fluids*
 - 5.6.6. *Sensors/Multisensor Technology, Instrumentation*
 - 5.6.7. *Solid state physics*
 - 5.6.8. *Thermodynamics*
 - 5.6.9. *Vibration and Acoustic engineering*
 - 5.6.10. *Optics*
- 5.7. *Mechanical Engineering*
 - 5.7.1. *Micro-Mechanics*
- 5.8. *Hydraulics*
- 5.9. *Separation Technologies*
 - 5.9.1. *Filtration and Membrane Processes*
 - 5.9.2. *Extraction*
 - 5.9.3. *Adsorption*
 - 5.9.4. *Distillation*

5.9.5. *Sublimation*

5.9.6. *Other Processes*

5.10. *Micro- and Nanotechnology related to physical and exact sciences*

6. *BIOLOGICAL SCIENCES*

6.1. *Medicine, Human Health*

6.1.1. *Biostatistics, Epidemiology*

6.1.2. *Care and Health Services*

6.1.3. *Clinical Research, Trials*

6.1.4. *Cytology, Cancerology, Oncology*

6.1.5. *Dentistry / Odontology, Stomatology*

6.1.6. *Diagnostics, Diagnosis*

6.1.7. *Diseases*

6.1.8. *Environmental Medicine, Social Medicine, Sports Medicine*

6.1.9. *Gene - DNA Therapy*

6.1.10. *Gerontology and Geriatrics*

6.1.11. *Heart and blood circulation illnesses*

6.1.12. *Electromedical and Medical Equipment*

6.1.13. *Medical Research*

6.1.14. *Medical Technology / Biomedical Engineering*

6.1.15. *Neurology, Brain Research*

6.1.16. *Pharmaceutical Products / Drugs*

6.1.17. *Physiology*

6.1.18. *Surgery*

6.1.19. *Virus, Virology / Antibiotics / Bacteriology*

6.1.20. *Laboratory Equipment*

6.1.21. *Rescue and Emergency Equipment*

6.1.22. *Physiotherapy, Orthopaedic Technology*

6.1.23. *Single Use Products and Consumer Goods*

6.1.24. *Medical Textiles*

6.1.25. *Medical Furniture*

6.1.26. *Medical Biomaterials*

6.2. *Biology / Biotechnology*

6.2.1. *Biochemistry / Biophysics*

6.2.2. *Cellular and Molecular Biology*

- 6.2.3. *Enzymology / Protein Engineering / Fermentation*
- 6.2.4. *Genetic Engineering*
- 6.2.5. *In vitro Testing, Trials*
- 6.2.6. *Microbiology*
- 6.2.7. *Molecular design*
- 6.2.8. *Toxicology*
- 6.3. *Genome Research*
 - 6.3.1. *Bioinformatics*
 - 6.3.2. *Gene Expression, Proteom Research*
 - 6.3.3. *Population genetics*
- 6.4. *Micro- and Nanotechnology related to Biological sciences*
- 7. **AGRICULTURE AND MARINE RESOURCES**
 - 7.1. *Agriculture*
 - 7.1.1. *Agriculture Machinery / Technology*
 - 7.1.2. *Animal Production / Husbandry*
 - 7.1.3. *Biocontrol*
 - 7.1.4. *Crop Production*
 - 7.1.5. *Horticulture*
 - 7.1.6. *Pesticides*
 - 7.1.7. *Precision agriculture*
 - 7.1.8. *Seed coating*
 - 7.1.9. *Veterinary Medicine*
 - 7.2. *Sylviculture, Forestry, Forest technology*
 - 7.2.1. *Forest technology*
 - 7.2.2. *Paper Technology*
 - 7.2.3. *Pulp Technology*
 - 7.2.4. *Sylviculture, Forestry*
 - 7.2.5. *Wood Products*
 - 7.3. *Resources of the Sea, Fisheries*
 - 7.3.1. *Aquaculture*
 - 7.3.2. *Fish / Fisheries / Fishing Technology*
 - 7.3.3. *Marine Science*
- 8. **AGROFOOD INDUSTRY**
 - 8.1. *Technologies for the food industry*

- 8.1.1. *Drink Technology*
- 8.1.2. *Food Additives/Ingredients/Functional Food*
- 8.1.3. *Food Packaging / Handling*
- 8.1.4. *Food Processing*
- 8.1.5. *Food Technology*
- 8.2. *Food quality and safety*
 - 8.2.1. *Detection and Analysis methods*
 - 8.2.2. *Food Microbiology / Toxicology / Quality Control*
 - 8.2.3. *Safe production methods*
 - 8.2.4. *Tracability of food*
- 8.3. *Nutrition and Health*
- 9. **MEASUREMENTS AND STANDARDS**
 - 9.1. *Measurement Tools*
 - 9.1.1. *Acoustic Technology related to measurements*
 - 9.1.2. *Analyses / Test Facilities and Methods*
 - 9.1.3. *Chemical material testing*
 - 9.1.4. *Electrical Technology related to measurements*
 - 9.1.5. *Mechanical Technology related to measurements*
 - 9.1.6. *Optical material testing*
 - 9.1.7. *Optical Technology related to measurements*
 - 9.1.8. *Other Non Destructive Testing*
 - 9.1.9. *Sensor Technology related to measurements*
 - 9.1.10. *Thermal material testing*
 - 9.2. *Amplifier, A/D Transducer*
 - 9.3. *Electronic measurement systems*
 - 9.4. *Recording Devices*
 - 9.5. *Reference Materials*
 - 9.6. *Standards*
 - 9.6.1. *Quality Standards*
 - 9.6.2. *Technical Standards*
- 10. **PROTECTING MAN AND ENVIRONMENT**
 - 10.1. *Safety*
 - 10.1.1. *Acoustic safety*
 - 10.1.2. *Assessment of Risk*

*10.1.3. Fire Safety Technology**10.1.4. Hazardous Materials**10.1.5. Radiation Protection**10.2. Environment**10.2.1. Air Pollution / treatment**10.2.2. Biodiversity**10.2.3. Ecology**10.2.4. Environmental Engineering / Technology**10.2.5. Measurement and Detection of Pollution**10.2.6. Natural Disasters**10.2.7. Remote sensing technology**10.2.8. Soil Pollution**10.2.9. Water Pollution / Treatment**10.3. Waste Management**10.3.1. Biotreatment / Compost / Bioconversion**10.3.2. Incineration and Pyrolysis**10.3.3. Land and Sea Disposal**10.3.4. Recycling, Recovery**10.3.5. Radioactive Waste**11. SOCIAL AND ECONOMICS CONCERNS**11.1. Socio-economic development models, economic aspects**11.2. Education and Training**11.3. Information and media, society**11.4. Technology, Society and Employment**11.5. Infrastructures for social sciences and humanities**11.6. Citizens participation**11.7. Foresight tools**11.8. Sports and Leisure*